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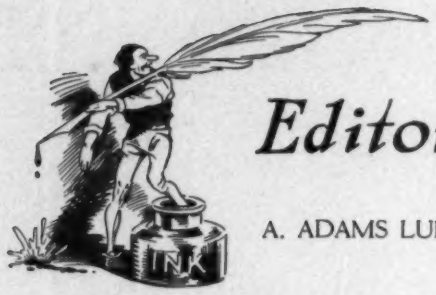



# *Editorial*

A. ADAMS LUND, Editor

## Medical Association Hall Marks Foods

THE newly announced policy of the American Medical Association to hall-mark different classes of nationally advertised food products, extending their organized endorsement to some and withholding it from others, is of more than passing interest to manufacturing confectioners.

Although advertising men will see in this a shrewd bid for free publicity on the part of the medical association, one cannot but realize the tremendous influence which such a wholesale cataloguing of the food industries will have upon the purchases of the American consumer.

The testimonial has long been regarded as one of the most effective methods of presenting advertising copy. Its value has lain in the readiness of the consumer to accept the word of an unbiased party in preference to that of the advertiser. And, of course, if the statement was that of some prominent member of the medical fraternity, it had the combined weight of authority and impartiality and became the ne-plus-ultra of advertising testimonials.

The Medical Association has always frowned upon this breach of ethics on the part of its own members but so many and so ingenious were the subterfuges employed by advertisers to get the medicos to commit themselves that they hardly dared talk or write on any subject without fear of their quotations being lifted bodily to appear within the next couple of months in someone's advertising.

Now the association believes that it has found the way out of this embarrassing situation. Instead of being used as tools for wily advertisers, they will become the aggressors—picking and choosing the foods which they consider meritorious and endorsing the advertising which pertains to these foods, not as individuals, but as a body.

With such a standard set for the testimonial grabbers, one can envision the day of temperate copy and honest testimonials. The facts about candy should be laid before the association. Theirs is a worthwhile objective. Their endorsement of candy would do much to undo the harm caused by the dishonest testimonials which were used by the cigarette manufacturers to discredit our industry.

## Adapting Candy to the Menu

IT is only in comparatively recent months that candy manufacturers have begun to speak of candy as a *food*. We are beginning to realize (what the medical profession has known for some time) that in order to fulfill its maximum duty as the energizer of active bodies, without the effects usually associated with over-indulgence, it must be counted in with the caloric requirements of the day. It must be tied in with the normal menu of man, woman and child.

To accomplish this radical departure from the time-honored method of overfeeding the fires between meals, the housewives of the country must be made *candy con-*

*scious.* That's a big bill. The average woman in the home will not take the initiative in it. She will not load her menus up with candy in preference to other forms of sweet if the only advantage in doing so is to make more money for the candy manufacturer. There must be some strongly compelling reason to persuade her that it is to *her* advantage, either from the standpoint of convenience, economy or necessity, before she will throw over her present favorites and adopt ours. And the fact of the matter is—there *is* such a reason. Why don't we use it?

Grace Southcote Leake, in her article "Adapting Candy to the Menu" takes us to task for our tardiness in introducing candies into the home along modern dietetic lines.

# Where Salesmanship Is Dumb

THERE are two doors leading to the sale of merchandise to a candy factory—and two methods of selling (one designed to reach each door). The buyer presides over the front door, which is as it should be. *Direct* salesmanship is concerned with selling these custodians of the front door—catering to their whims, if necessary, and their prejudices.

But there is another door to every candy factory. It is the back door (if you please), and it is presided over by no less a personage than the superintendent or manager of the factory. Here *salesmanship is dumb.* It meets, it demonstrates, befriends, but speaks no word which might be construed as direct salesmanship over the buyer's head. For a buyer avoided is one thing; a buyer crossed is another.

This second form of salesmanship is called "service work." It has its service factories, its service laboratories, and its service demonstrators out in the field doing their daily good deed in the candyman's factory. It is a form of salesmanship that is rightfully growing in favor. Several firms have dropped their regular sales forces entirely—so profitable is this new approach to bigger and better business.

The front door of a factory may be closed, but the back door is open always.

# When are Home-Mades Homemade?

WITH the current tendency to adapt the home-made to large scale manufacture, it is evident that home-mades are no longer the exclusive product of the home. Some of our sales-minded friends remind us on their packages that their home-mades are made in private kitchens, or "studios", some call them. Which may be a delicate way of bridging the gap in the customer's mind between a home-made home-made and a factory-made home-made but it still doesn't tell us how it has become possible to duplicate the characteristics of home workmanship in a factory product. As a result, there seems to be a good deal of confusion, especially in the minds of some of the large wholesale manufacturers, as to just what makes a home-made home-made?

Well, in the first place, a home-made derives much of its distinction from being a perishable product. If modern methods of manufacture permit the making of home-mades which will keep well without sacrificing the characteristics of the present highly perishable product, all well and good. But the home-made should conform to the textures and consistencies of the present genus of perishable candies. The home-made line is predominantly *uncoated*—and by this we do not mean that chocolates are not used in home-made assortments but rather that the home-made assortment is a radical departure from the old line of 100 per cent coated goods where the primary object of coating every piece was to increase its shelf life.

Such chocolates as are used in home-made assortments are mostly those which the average woman might conveniently make in her own home with the simple

(*Continued on Page 60*)

# Adapting Candy *to the* Menu

By
GRACE SOUTHCOTE LEAKE

IT IS a scant decade since the "glucose" and "poison color" "hobgoblins" were shackled and cast into permanent darkness along with other popular misconceptions concerning candy—the delightful "vice." The background of all these misconceptions is *fear*—fear, based upon ignorance of dietetic facts.

But fear toward commercial candy has been reduced to a hopeful minimum. Now, if ever, it is the psychological moment for the confectioner to step in and establish himself in the consciousness of the American housewife. How is this to be done? By the employment of skilled dieticians, by the installation of quasi-public diet kitchens, and by practical cooperation with existing institutes of cookery all over the land. The mere iteration and re-iteration of food-truths about candy is not sufficient. It must be followed up with practical and usable suggestions outlining the innumerable ways in which candy may be adapted to every menu from the sunrise breakfast to the midnight lunch.

With the exception of the marshmallow manufacturers, confectioners have been slow to tie candy in with the meal. The result? It has become associated almost exclusively with between-meal "snacks," and more latterly, with party refreshments.

Indeed, these associations are important and should not be torn down. But others must be built up if candy is to find its rightful place on the pantry shelves of America along with other recognized, staple foods.

### Doctors Fair in Their Attitude

In tying candy in with the meal, confectioners have a great wealth of nutritional science solidly behind them. Doctors have always taken the attitude that candy is not objectionable when it is counted in on the caloric content of the day. To overload the daily food allowance with sweets is admittedly dangerous, just as it is dangerous to take too much meat or too much mineral into the system at the expense of other food elements. And right here is where the confectioner is going to get a firm wedge into public confidence; he is not only going to encourage the regular appearance of candy in the menu, he is going to encourage its *proper use* and discourage its *misuse*.

There are any number of reasons why the housewife is a receptive audience for the educational efforts of confectioners. With the balanced ration her conscious aim, she will be quick to recognize in good, commercial candy a sure and easy way to get needed carbohydrates into her meal. Often pushed to the point of distraction in an attempt to bring variety to the routine of daily menus, she will gladly listen to the manufacturer when he points out the various new ways in which candy may accomplish this trick for her. Always eager for some means of tempting the jaded appetites of her family, she will readily respond to the suggestion that the color and novelty of candy in a meal has a marked effect in stimulating the flow of digestive juices. Also, confectioners may be sure that they will get her grateful attention when they point out to her the economy in her time, the certainty of results, and the very great convenience of having caramel, butterscotch, and feathery marshmallow ready-made at hand when she needs them, nuts glazed and prepared, chocolates blended.

### Ways of Getting the Idea Over

Obviously, the way to arouse the interest of the housewife is to show her in elaborate detail the delightfully, unexpected uses to which candy may be put in each meal and often in each course of the meal. Recipes printed in confectioners' advertisements will do much toward this end. Recipe booklets will also be effective. A third way is to enlist the enthusiasm of nutrition institutes in which the public has confidence in broadcasting the versatility of candy as adapted to the menu. Not long ago, the Delineator Institute published a full page devoted to the subject. This was helpful. However, more than scattered effort will be necessary to bring the proper sales-results to confectioners.

A splendid campaign for tying candy in with the meal has been waged by the Campfire Marshmallow people. The result today is that thousands of housewives include this sweet in their order lists along with other staples such as canned tomatoes and flour. Furthermore, the Campfire people have been singularly successful in having "marshmallows" and *"Campfire Marshmallows"* appear synonymous in the

**(We have been told that the candy industry is on the threshold of a great revival. If this be true, the awakening has come—not as a result of a Gabriel sounding a trumpet, but as a result of a changed conception on the part of the industry, as to just what its duties toward the public really are—and to a rational attitude on the part of that public as to candy's real merits as a food. When will housewives become truly "candy-conscious"—just as they have become "ice-cream-conscious"—"biscuit-conscious" and "jam-and-jelly-conscious"? Not, says Miss Leake, until they realize that candy is the answer to a varied menu.—The Editor.**

housewife's mind. What the Campfire people have done for one product can be done for candy in general.

### Rational Though Unique

Candy for breakfast might at first thought be classed with such eccentricities as pie for breakfast, but nevertheless the suggestion is a rational one and one that could be popularized by advertising. Candy could replace the marmalade, jelly, or preserved fruits with which so many people like to terminate the first meal of the day. It would be a particularly effective discharger of energy to overcome that early morning lethargy. Fewer people would drag to the office with that "I-can't-wake-up" look. Less time would be lost in the "take-off" on the job once the office was reached.

Another argument for breakfast candy is that it leaves the mouth pleasant, free from that dark brown coffee taste which is an unfair hangover from a delicious drink.

A noon-day meal entirely of candy for working people is a recent suggestion which the layman is certain to view with doubt. It is a radical idea, it is true, but nevertheless founded on such a solid premise that the public is bound to appreciate it once it is pointed out.

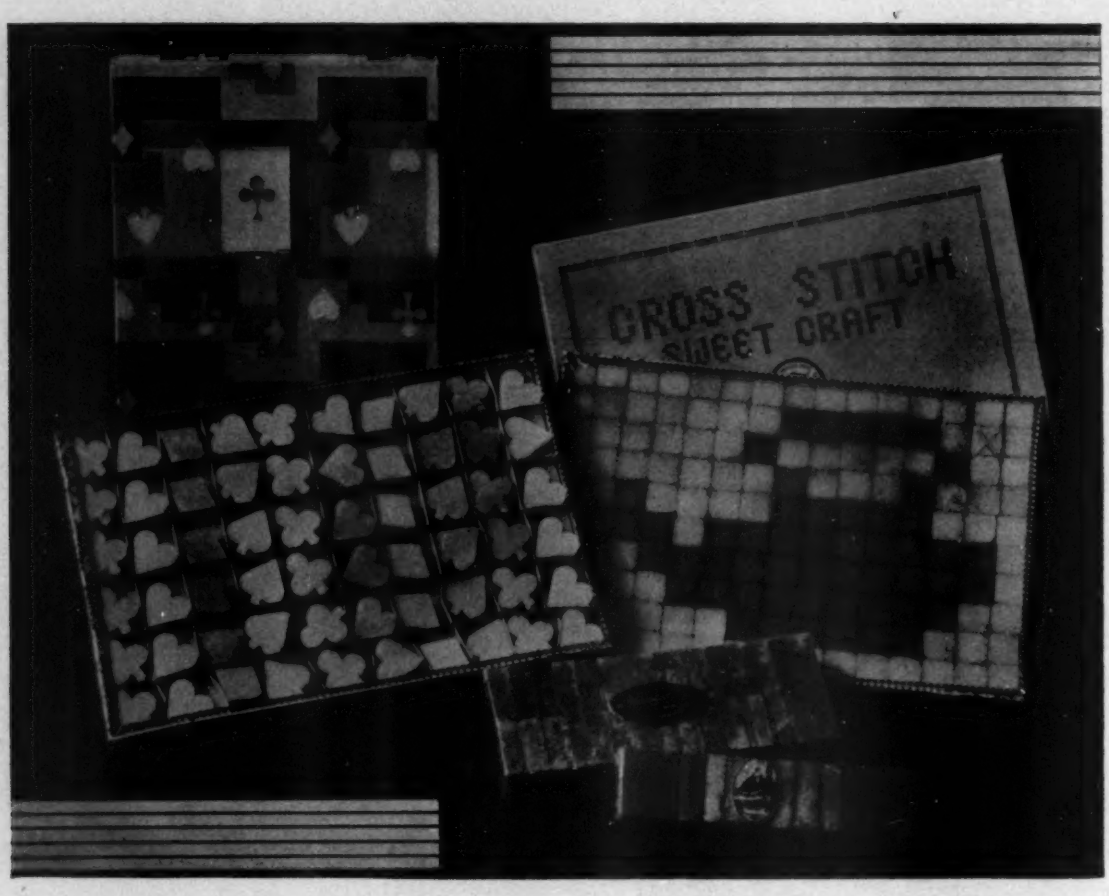
The worker — particularly the sedentary worker—can be taught that by eating candy he obtains in easily digestible form a food that is appetizing, pleasant, and a quick dispenser of needed energy.

Noon is the break in the work-program, when one must refresh himself and quickly and efficiently replenish his motive power if he is to get through the remainder of the day with any degree of energy and alertness. He must be educated to know that "exhaustion shock may be prevented by the adequate and timely ingestion of carbohydrates" —specifically, *candy*.

### We, Too

Many people complain of drowsiness after the luncheon hour and an inability to get back into harness with vim and promptitude. This is of course due to the tax put upon the digestive organs by eating

**The marshmallow manufacturers have not only succeeded in getting candy on the menu but have persuaded people that it is worthy of festive occasion.**




**Tea sugars—sugar tablets, colored and flavored—may be used to add delicious variety to the afternoon tea menu. These sugars are the products of candy manufacturers who are successfully adapting candy to the menu.**

heavy foods. Candy, easily digested, solves this problem, leaving us alert, energetic, and free of that stuffy feeling.

Of course, a special luncheon candy would have to be prepared for this purpose. Possibly a syrup and dextrose combination, not too cloying nor over-sweet, with fresh fruit flavors, and an attractive color and form, would serve as a starter to demonstrate the possibilities in this direction.

By far the biggest piece of educational work which the confectioner must do is to demonstrate to the housewife the practical desirability of candy as a part of the regular home-luncheon or dinner menu.

Candy as an appetizer has never been stressed, though it might serve very well in this capacity. The function of an appetizer, as everyone knows, is to start the salivary and gastric juices flowing, thus accelerating digestion. A candy, reduced in sweetness and so flavored as to stimulate yet not take the edge off the appetite, should be classed along with other hors-d'oeuvres. Clever hostesses are always casting about for novel and dainty appetizers, and here is an opportunity to "sell" candy for a new and novel purpose.

### Candy, the Hors-d'oeuvre

Special appetizer-candies would have to be worked out to fill these requirements. Combinations might be brought out using sugar and cheese flavors, or sugar and brine. Lemon and lime candies might fit in here also, as could peanut candies that were not too sweet. For the fruit cocktail served at the beginning of the dinner, gaily-colored frosted sticks or attractive gum candies, diced with a sharp-edged knife, might be used to bring the sweetening element into the concoction, as well as to add beauty to its appearance.

In the main dishes of the meal, candy has perhaps the least opportunity for use. Here sweets are at a minimum while other flavors predominate. However, there are some dishes in which candy may be used and these, too, should be pointed out to the housewife.

Scalloped apples prepared with candy is a delicious accompaniment for roasted pork or baked ham. This is made by alternating layers of sliced apples with layers of peanut brittle. The arrangement is repeated until the casserole is piled high. A generous dash of lemon juice is added to the top layer and the whole baked in a moderate oven.

### Southern Sweets

Southern style sweet potatoes offer another opportunity for the use of candy in the main body of the meal. The potatoes are peeled, boiled, then mashed and placed in a buttered casserole for baking. Many southern women mix nuts with the mashed potato, and were a jar of

**All over the country, cookery and diet institutes spread the gospel of greater variety in foods. One of the cheapest forms of national publicity is to convince the women in charge of these services that candy is the ideal means to this end.**

glazed nuts handy, they could use them just as well, eliminating the sugar called for in the recipe. Marshmallows on top, browned to a mellow goldenness, complete this dish, which, though it originated south of the Mason and Dixon line, certainly should not, because of its extraordinary goodness, be confined to one section.

Sweet potatoes baked with caramel is another delicious dish. The potatoes are baked with their jackets on, removed from the oven when done, peeled, and sliced in halves. The halves are next placed in a flat baking tin, a section of caramel placed in the center of each slice and nuts sprinkled on top. The tin is slipped back into the oven long enough to allow the candy to melt and spread over the potato. It should be served piping hot—a delicious complement to ham, pork or chicken casserole.

Those who like sweet stuffings for meats will welcome the suggestion that candy may be used here. Peanut brittle or other brittles crushed fine, glazed nuts, and marshmallows could be used along with the apples and the body of the stuffing.

### Look to the Salad

The salad course offers boundless opportunities for the application of the confectioner's craft. In all salads where nuts and fruits are called for, candies might be added. Diced gum candies of attractive colors mixed with fruits and glazed nuts make delicious and exotic combinations. Diced marshmallows in salads have long been popular. Orange and lemon slices may effectively garnish a salad, rendering it many times more appetizing.

Candy, by itself, as a dessert is gaining in popularity, but candy as an *ingredient* for desserts or to accompany other post-meal sweets is a new and interesting field and one that the manufacturer must make the housewife aware of.

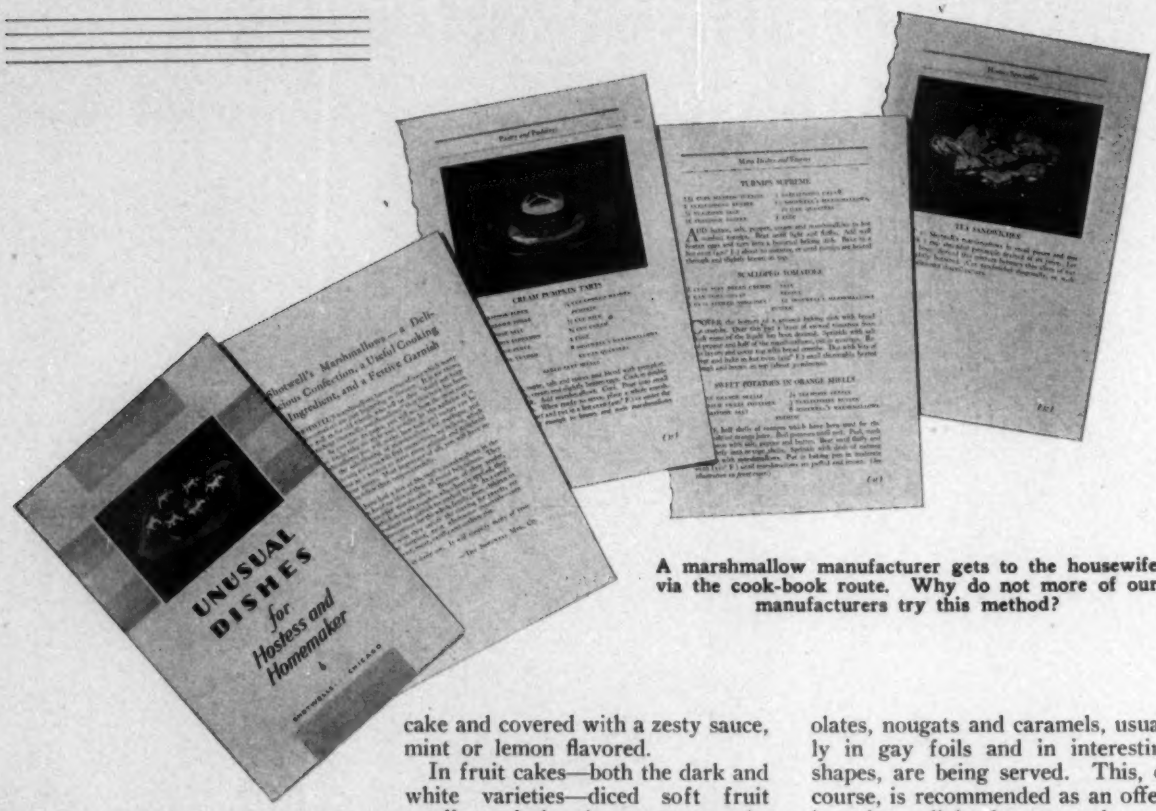
This is the day of electrical refrigeration, when frozen desserts are easier and therefore more popular than ever before. Confectioners must keep step by showing how candy may be used in them.

The housewife will be glad to know that a mixture of chopped fruit jelly cuts, glazed nuts and marshmallows added to candied fruits and the ice cream mixture in Nesselrode Pudding and Tutti-Frutti will make a more delicious and a more attractive dessert.

### Try This One at Home

Peppermint stick ice cream is a thoroughly delightful novelty that should be "broadcasted" by alert confectioners. The sticks are soaked over night in milk to soften them; in the morning they are added to milk and cream and frozen in the usual manner. The flavor is good and the appearance of the dish never fails to bring forth favorable comment.

Crushed brittles folded into whipped cream and frozen make delicious mousses. Candy bars sliced thin and used with eggs, cream, sponge cake, and whipped cream in




**A marshmallow manufacturer gets to the housewife via the cook-book route. Why do not more of our manufacturers try this method?**

proper proportion help make an ice box cake that the family will appreciate. Parfaits topped with diced frosted sticks and glazed nuts are good and attractive. Lemon or orange slices used as a background for ices of the same flavors accentuate coloring and add immeasurably to the delight of the dessert.

Candies are useful, too, in hot and cold desserts, such as whips, puddings, etc. Where nutmeats and glazed fruits are called for in whips, glazed nuts and diced soft candies may be substituted. Crushed hard candies folded into whipped cream and chilled, not frozen, are delicious. A caramel, either plain or chocolate coated, placed in the bottom of a custard cup, gives a new and palatable topping when the custard is baked and turned out.

### Bar Goods Have Their Uses, Too

A candy bar cottage pudding is something new that the housewife will want to know about. Thin slices of candy bar are alternated with cake slices, the whole is covered over with custard or lemon sauce, and browned. A cottage sandwich cake is different, too. Sliced bar is sandwiched between slices of cake and covered with a zesty sauce, mint or lemon flavored.

In fruit cakes—both the dark and white varieties—diced soft fruit candies and glazed nutmeats may be used along with the other ingredients called for, or as a substitute for some of the fruits and candied peels. As a filling or icing for cake, candy has a definite function. Crushed pecan brittle folded into whipped cream makes a delicious topping for angelfood cakes. The same may be used for cookies, though if the cream is added before baking it will fall through. However, the flavor is delicious. Crushed brittles or diced soft candies may be mixed with stiffly beaten egg whites, placed on cakes or cookies, and browned quickly in a hot oven. The same may be used in fillings made with confectioners' sugar, or in boiled icings.

Peppermint wafers are novelties the housewife will delight in. The chopped candy is softened and folded into stiffly beaten egg whites. Flour is added and the mixture put through a pastry bag. The wafers are allowed to set overnight so a crust will form. They are baked in a quick oven and served cold.

A custom that will bear popularizing is the serving of candies after dinner as a complement to the dessert. Mints of all shapes and sizes have long been used, but now chocolates, nougats and caramels, usually in gay foils and in interesting shapes, are being served. This, of course, is recommended as an offering after a light dessert, such as an ice or a fruit mixture.

### Candy for Art's Sake

Candy may also be added to the dinner in a purely decorative capacity. Hostesses are familiar with what may be done with candies in cups and tiny boats. They should now have pointed out to them the possibilities of candies for centerpieces.

Candies prepared especially for garnishing might be made staple, too. The use of these delicate, colored pellets for enlivening cakes, salads, whipped creams, cookies, etc., should be encouraged. In fact, the housewife must come to believe that wherever a garnish is required, candy can fulfill the requirement.

With the custom of afternoon tea gaining a more secure foothold, the opportunity for confectioners to push tea sugars increases. Combining delicious flavors with novelty and beauty of color and form, these sugars are sure to be in demand when hostesses are made aware of their presence on the market.

### Page the Vegetarian!

Another place where the confec-

(*Continued on Page* 47)

# *The M. C. Survey of* Confectioners' Modified Starches

By
THE TECHNICAL STAFF OF THE MANUFACTURING CONFECTIONER

INCREASING popularity of gum and jelly candies, by themselves and as adjuncts to home-made and summer goods lines, has led to the production of several varieties of this confection, calling in turn for special starches to be used in their manufacture. Consequently, one finds on the market today a number of specially modified starches which, when used in the proper manner, produce results ranging all the way from a firm, short gum to a clear, tender and soft one. During the past two or three years confectioners have learned that cooking starch is not a staple commodity, per se, but a whole series of products, differing one from another in chemical characteristics, as well as in the results which they may be expected to produce in the finished product.

Unlike such standard ingredients as cane sugar, dextrose and corn syrup, modified starches are inclined to be temperamental, so that the results obtained with them will depend to quite a considerable extent upon the manner in which they are used, and upon the treatment accorded to them in the user's factory. Consequently, a survey of the various grades of starches on the market may not be entirely indicative of the results to be obtained, unless we take into consideration the manner in which they are to be used.

In other words, while a modified starch may be entirely satisfactory from the standpoint of its manufacture and analysis, the quality of the gum work produced with it will also depend upon the amount used, the rate of agitation, the rate of boiling, the acidity of the added flavor, and the efficiency of the dry room. On the other hand, if the details of gum making are well in hand, we can gain from a chemical and physical analysis, a very good idea of the results which may be expected from any given grade of starch.

Our forages into the producing markets have resulted in our finding eight different grades of so-called confectioners' "thin boiling" starches. All of these are typical thin boiling starches and have apparently been made in the orthodox manner. Nearly all of them vary in the degree to which they have been converted, and in one or two cases there is evidence of the samples having received some special treatment in addition to the regular conversion. The results of the staff's analytical work are shown in the accompanying table.

## Moisture

**Method of Analysis:**

5 grains of starch are weighed in a counterpoised aluminum dish and dried to constant weight in an air oven at 105° C.

Time required: 3 to 4 hours.

**Range in moisture content of samples**—9.6% to 12.0%: **Average**—11.2%.

**Comments:**

Except where there is a wide variation, this difference in moisture content does not seriously affect the quality of the finished product. It is a factor in the purchase price, to be sure. The maximum variation exhibited above is 2.4%. Now a variation of 5% in moisture means a difference of 5 lbs. in every 100 lbs. of starch. In terms of the average size batch of gum, this might amount to about 2 lbs., which would, of course, have some effect on the batch, especially in the case of the lower fluidity starches.

## Acidity

**Method of Analysis:**

10 grams of starch are suspended in 200 c.c. of neutral distilled water. Titrate against a tenth normal alkali solution, using phenolthalein as an indicator. The acidity is calculated as hydrochloric; however, it is actually organic and is probably lactic, acetic and butyric acids.

**Range in acidity of samples**—0.033% to 0.058%; **Average**—0.044%.

**Comments:**

The acidity of a starch may be important for the reason that a starch having a high acid or high acid salt content may thin perceptibly during the boil, and it is very difficult to produce uniform results if this occurs.

The acidities shown are normal in each case and fall within relatively narrow limits.

## pH Value

**Method of Analysis:**

Gelatinize a 6% solution of the starch in water. Add 5 c.c. of this solution to 5 c.c. of double distilled water. 10 drops of bromcresol purple are used as the indicator.

**Range of pH in samples**—5.4 to 6.0; **Average**—5.8.

**Comments:**

The determination of pH is a valuable check on the acidity of the starch as shown in the test preceding since it indicates the actual *active* acidity present in the sample. Thus it is a more accurate indication of the possibility of inversion during boiling than is the acidity shown by titration.

But here, as in the acidity tests, the values are normal and fall within relatively narrow limits.

## Ash Content

**Method of Analysis:**

5 grams of starch are ashed in a muffle in the presence of sulphuric acid, the latter changing the more volatile compounds to less volatile sulphates.

**Range in Ash content of Samples** — 0.14%-0.29%; **Average** — 0.22%.

**Comments:**

Ash is the measure of mineral, i.e. inorganic, impurity. The ash content will show either the addition of chemicals to the modified starch, or it may indicate the degree to which the salts formed during the conversion process have been removed.

In the samples examined, A and I contain twice the amount of ash found in E. Yet these ash contents are nearly normal. These variations are hardly sufficient to prove that a special modification of the starch has been employed although they might be taken as indications of this condition, subject to verification by other results. Thus, in the test of water soluble substance, D and I are higher than normal, indicating special modification.

## Water Soluble Substance

**Method of Analysis:**

10 grams of the sample are suspended in distilled water and the suspension diluted to a volume of 200 c.c. This is shaken up every 30 minutes for two hours, when 50 c.c. are filtered and evaporated.

**Range of samples in water soluble content**—0.25% to 0.70%; **Average**—0.46%.

**Comments:**

This test will show up any water soluble gum which may be present, as well as any soluble chemicals which may have been added. The water soluble content of a regular thin-boiling starch is a fairly good indication of the care taken in its manufacture. A high content of water soluble substance (provided it is not shown to be due to an added gum or chemical) might easily be the cause of numerous batch troubles, running all the way from foaming and sticking to the kettle to discoloration.

As mentioned under "Ash," the water soluble content of D and I are such as to indicate a special modification of the starch, both being somewhat higher than normal.

## Protein Content

**Method of Analysis:**

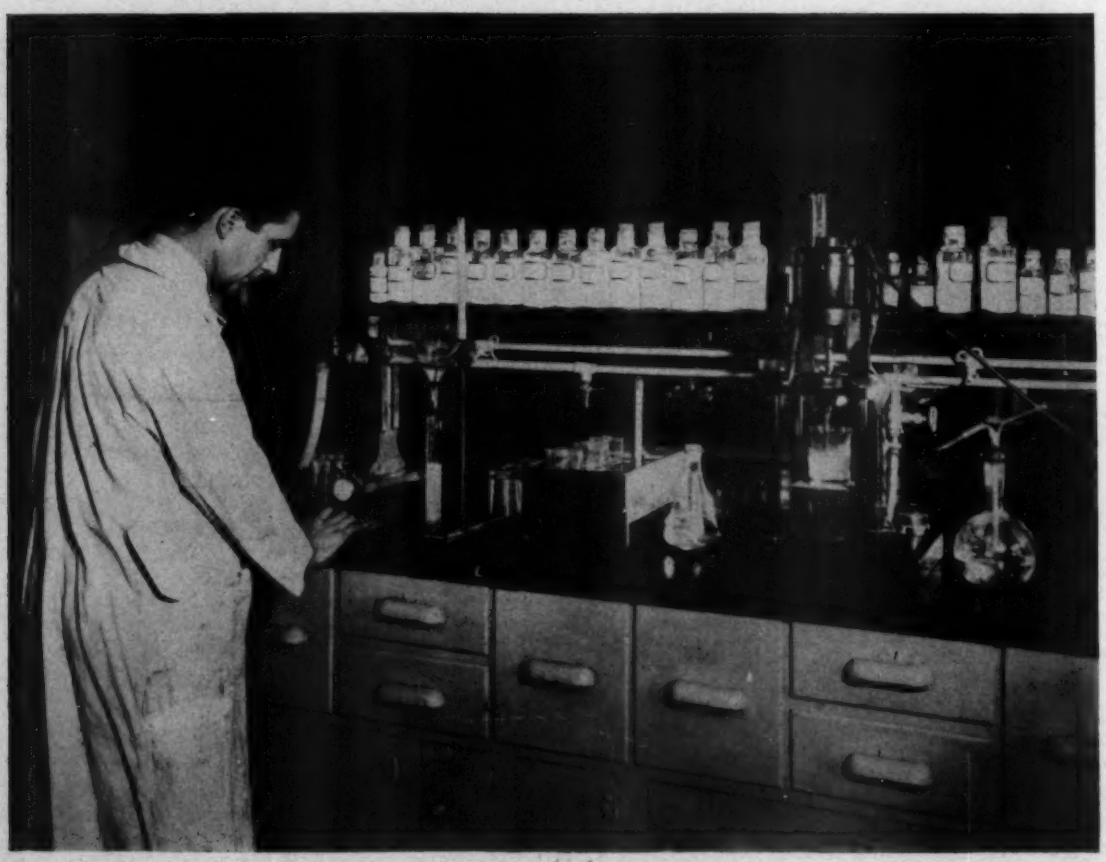
Protein content is determined by the regular Kjeldahl method on a 3 gram sample of the starch.

**Range in protein content of the samples**—0.31% to 0.50%; **Average**—0.43%.

**Comments:**

The purpose of this test is to show up the presence of added gelatine, if any. While this determination is not usually regarded as important in the analysis of starches, it was made because of cry occasionally raised that certain of the confectioners' starches contain added gelatine.

The protein content of each of



**A fluidity test in progress**

these starches is normal, which proves that gelatine has not been added to any of them. Gelatine would be quite worthless as an ingredient in a confectioners' starch anyway, since the intense boiling to which it would be subjected would in all likelihood destroy it.

## Fluidity

The method employed in making this test was described in the May 1928 issue of the Manufacturing Confectioner, but will be repeated here for the benefit of those who are not familiar with it. The accompanying photographs will also show the test in progress and the equipment required to make it.

This is by far the most important test made in the survey, inasmuch as it indicates the degree to which the starch in question has been modified or converted. The degree of conversion or "fluidity," in turn has a direct bearing upon the type of gum or jelly which the starch will produce.

## Method of Determining Starch Fluidity

**Standardizing the Fluidity Funnel:**

Cut off the tip of an ordinary soft glass funnel (4 inches in diameter at the top) about 2 inches below the junction of the tip and the cone. Heat carefully in Bunsen flame until the hole in the end of the tip contracts to about 1/16 inch diameter. Allow to cool, and fill funnel with 105 c.c. of distilled water at 75° F. permitting it to flow into the tip and to drive out all air before closing the upper opening of the tip with a glass rod tipped with rubber. Place a 100 c.c. graduated cylinder under the tip of the funnel and allow 100 c.c. of water to run freely into it, carefully noting the exact time required for this volume to run through the funnel orifice. The number of seconds required should be marked on the funnel and in determining the fluidity of starches the prepared solution of starch is permitted to run through the funnel for exactly this number of seconds.

**Determining the Fluidity:**

5 grams of starch are mixed thoroughly with 10 c.c. of distilled water. To this mixture add 90 c.c. of a 1% solution of caustic soda and stir gently for exactly 3 minutes. Place the glass in a water bath at a temperature of exactly 75° F. and allow it to stand for 30 minutes. At the end of that time, remove from the bath and pour starch into the funnel. Be sure that no air bubbles remain in the funnel tip when test is run. The fluidity of the sample is numerically equal to the number of c.c. of starch solution which run through the tip in the number of seconds determined in the standardization of the funnel —i.e., if 29 c.c. of the solution pass through the funnel in the required time for 100 c.c. of water, then the fluidity of the starch is reported as 29.

There are several different types of funnel tips in use, consequently the results of one laboratory will not necessarily check another. The rate of stirring after the alkali solution is added also has an effect on the result, and a motor stirrer is essential for a close check.

**Range in fluidity of samples**—39 to 77.

**Comments:**

It will be noted that the fluidities of these starches spread over a fairly wide range—39 to 77. We understand that most manufacturers of starches make at least two grades or fluidities to satisfy all demands. It is apparent that most grades fall between 50 and 70 fluidity and it seems logical that these be considered the normal limits of confectioners' modified starches. A starch having a fluidity of 39 would produce a rather stiff and solid gum, tending towards toughness. On the other hand, a starch having a fluid-

(*Continued on Page* 53)

The various samples of modified starches analyzed in this survey, were picked up in the open market. So far as we know, at least one sample of every brand of confectioner's thin boiling starch is represented in this survey. In most cases, more than one sample of each brand is represented.

| | Moisture % | Acidity % | pH Value | Ash % | Water Soluble % | Protein % | Fluidity |
|---|---|---|---|---|---|---|---|
| A | 11.4 | 0.055 | 5.8 | 0.29 | 0.59 | 0.50 | 59 |
| B | 9.6 | 0.044 | 5.6 | 0.25 | 0.51 | 0.45 | 55 |
| C | 11.1 | 0.058 | 5.4 | 0.20 | 0.42 | 0.45 | 59 |
| D | 10.2 | 0.047 | 6.0 | 0.22 | 0.70 | 0.48 | 51 |
| E | 11.6 | 0.054 | 5.4 | 0.14 | 0.33 | 0.48 | 54 |
| F | 11.1 | 0.036 | 6.0 | 0.17 | 0.34 | 0.45 | 39 |
| G | 11.6 | 0.033 | 5.7 | 0.20 | 0.39 | 0.50 | 77 |
| H | 11.9 | 0.033 | 5.7 | 0.20 | 0.35 | 0.43 | 77 |
| I | 11.4 | 0.044 | 5.7 | 0.29 | 0.69 | 0.32 | 71 |
| J | 12.0 | 0.044 | 6.0 | 0.21 | 0.50 | 0.31 | 58 |
| K | 11.7 | 0.036 | 6.0 | 0.23 | 0.25 | 0.35 | 45 |

*(Readers are requested not to ask us to divulge the identity of individual refiners whose products are represented in this survey. The object of this survey is to point out to the confectionery industry that there is a substantial difference in the market qualities of competitive modified starches and not to direct criticism to the product of any one manufacturer.*—EDITOR.)

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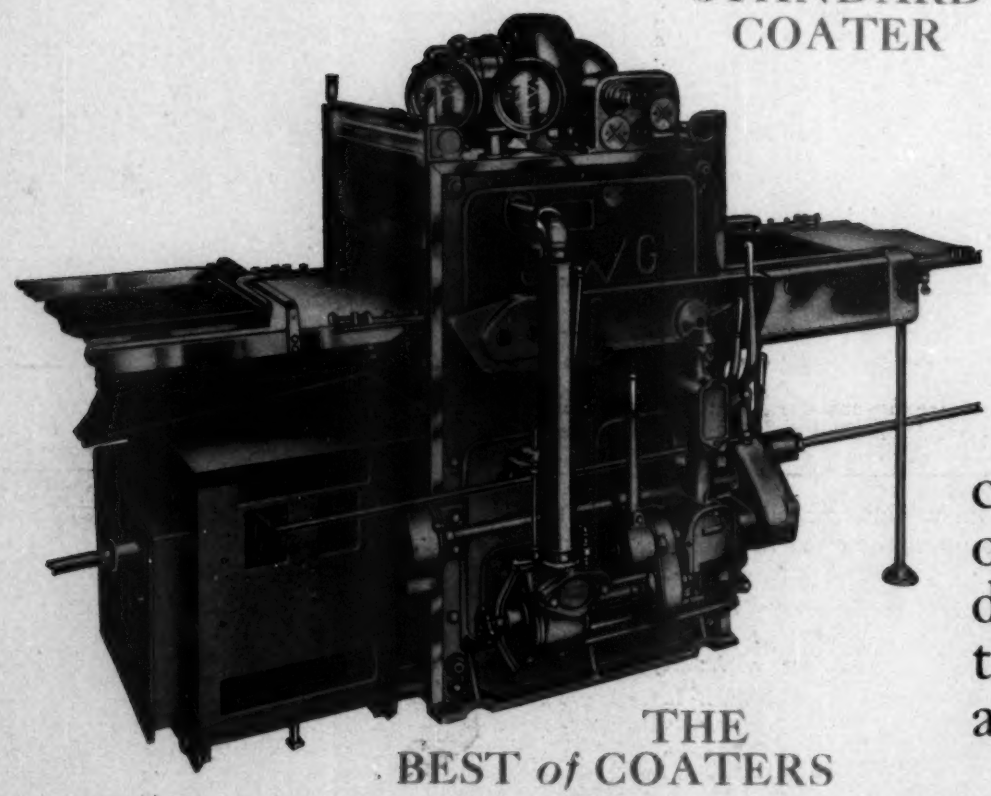

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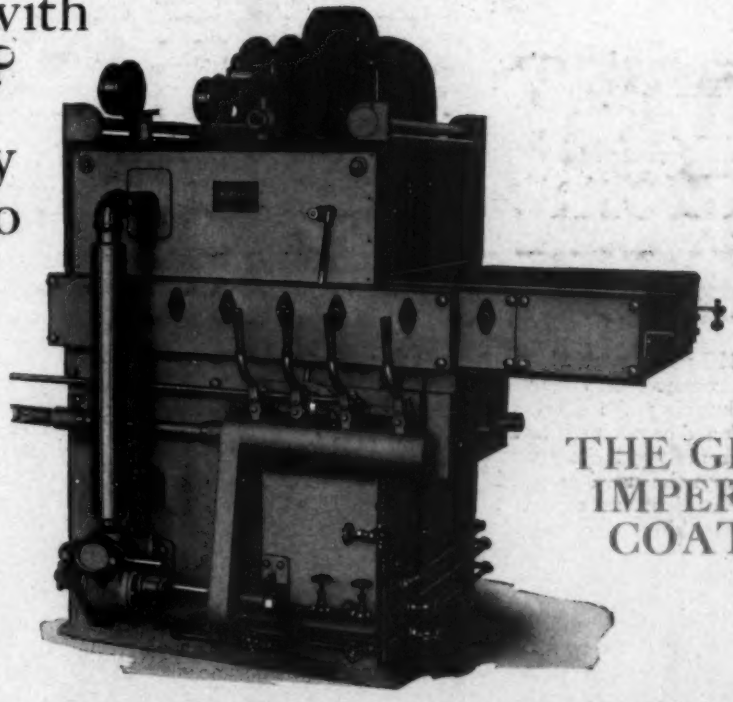

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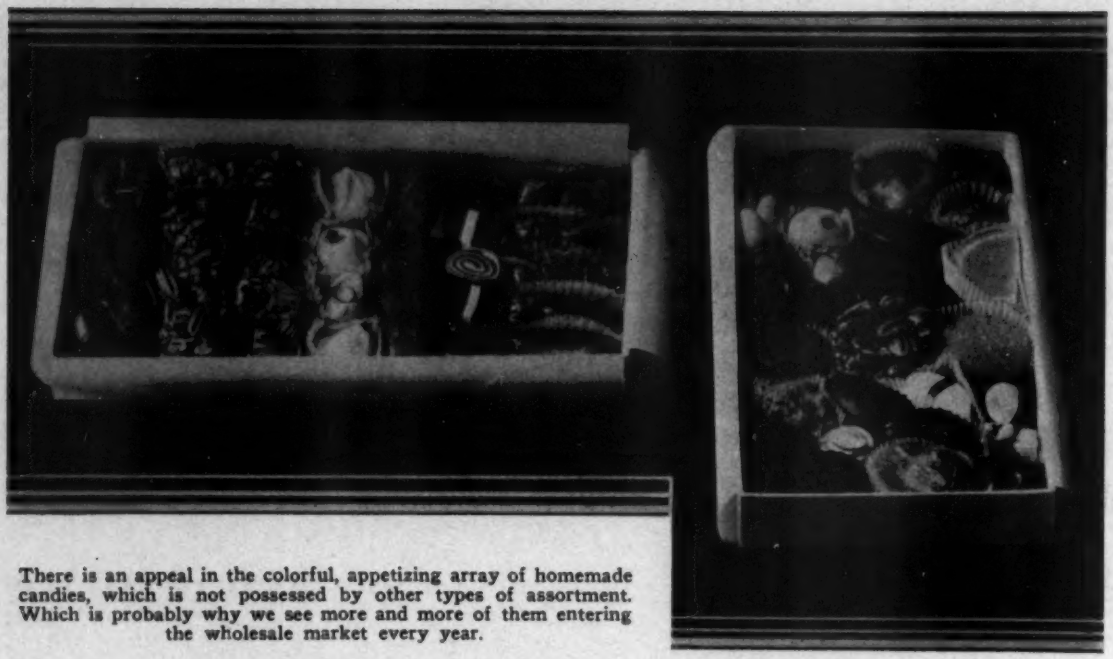

There is an appeal in the colorful, appetizing array of homemade candies, which is not possessed by other types of assortment. Which is probably why we see more and more of them entering the wholesale market every year.

# Planning the Home-Made Assortment

*By*
SHERMAN WOODROW

PLANNING an acceptable homemade assortment is largely a matter of knowing the kind of pieces to pack and how to pack them. Such packages must be laid out very differently from the usual assorted chocolates or straight run numbers.

Generally speaking, the one-layer box will be found to be most satisfactory for both wholesale and retail trades. One reason for this is the tendency of undipped candies to give off moisture. In a two-layer box, with the bottom layer containing several pieces made of fondant separated from the top layer by sheets of layer board and waxed paper, the weight of the top layer is usually sufficient to squeeze these bottom layer fondant pieces out of shape, force out some of the moisture and thus cause them to dry out and become dull-looking. Wrapping this class of goods in wax paper will do much to keep them soft and creamy.

### Packing Problems Peculiar to Homemades

Then again, homemade pieces, made as they are in a great variety of sizes and shapes, offer a problem in packing that is not as simple as that experienced in packing chocolates. One way to make the operation of packing less difficult is to exercise care in cutting the pieces, keeping in mind the fact that some degree of uniformity in size will make for easier and more satisfactory packing. Another way is to use the one instead of the two-layer box. It will give the homemades an even spread, it will handle more easily and will be far more attractive in appearance. A box coming within the following dimensions might be considered ideal: 8 inches to 10 inches long, 5 inches to 6 inches wide, and ⅞ inch to 1 inch high.

"Spread" is an important element to consider if the homemade assortment is to look its best. Sometimes, when the sizes permit, the pieces are placed in orderly rows. Boxes so arranged present a neat appearance and are easy to pack. On the other hand, the package in which pieces are fitted in like the various parts of a jig-saw puzzle can be made just as attractive and less stilted than the evenly rowed package if due consideration is given to the arrangement of the colored pieces. For the most pleasing effects, you should not place all pieces of similar color together, but scatter them throughout the assortment, arranging them in the color combinations most agreeable to the eye. In addition, cup each piece and, of course, keep the surface-level of the

candies as even as possible. Then, so far as packing is concerned, yours will be a package hard to improve upon.

It might be well to mention here that nougats and taffies put up for wholesale should be wrapped in wax paper. If for retail trade only, place each piece—and this includes the taffies and nougats—in a separate wax cup except where two or more small non-sticky pieces will fit into one.

### What About Size of the Pieces?

An attractive, one-layer box can be made up by placing the candies in rows, each row restricted to one type of candy. The size of the different pieces should not vary greatly. Chocolate creams running about 25 to 27 to the pound, homemades 25 to the pound, and bon bons about 28 to the pound, will all match up well in size and will pack nicely. Use chocolate colored wax cups for the chocolate numbers and white cups for the homemades. Twenty-five pound wax paper makes by far the best liner—it will not wrinkle or tear easily and will keep the candies in excellent condition.

Packing materials for this class of confection are inexpensive—the popular 70c-80c grade can be put up attractively at a very nominal cost. A package in subdued tones of brown and blue, or plain white if preferred, is quite suitable. Bright colors, somehow or other, do not tie in well with a homemade assortment; hence the suggestion that *subdued* colors be used. A transparent wrapper such as Cellophane, Fenestra or treated glassine is desirable where the packages are for wholesale distribution. Kraft paper, on the other hand, is preferable for the retail package. Also, for the latter, a packing of twelve to the carton will probably be found best.

### Give the Customer Variety

Perhaps the question that deserves most consideration is that of assortment. What numbers should be included and what left out? The following in the writer's opinion makes up a well-balanced package:

*Chocolates:*

Butter creams, fruit creams, Italian or Dutch creams, peanut taffy, butterscotch, hard nougats or nougatines, butter taffy dipped or undipped, dates, jellies and a cordial. Incidentally, rough chocolates, that is chocolates where no strokes have been employed, look better in the homemade package.

*Homemade pieces:*

Caramels, nougat rolls, wrapped molasses or butterscotch, nut marshmallows, nut chews, cocoanut and molasses cocoanut pieces and fudges of different kinds.

Certainly such an assortment contains sufficient variety to please most any taste.

As for the individual pieces, cream centers should be of the soft, flowy kind. Butter creams should be stiffer and not flowy. Hard and chewey centers eat better when made in small pieces. This also applies to undipped taffies, fudges, etc.

### Dating Inspires Confidence

Homemades require close watching at all times. They deteriorate rapidly. For this reason it is better to make up small batches. Obviously the wholesale house, has a greater problem to face than the retailer putting up his own assortment. The wholesaler's merchandise must stand up longer to provide time for delivery to the retailer. Then the wholesaler must keep a constant check on the retailer in order to keep his goods moving and prevent overstocking. Failure to do this often results in the consumer getting stale, inedible candies in exchange for his good money. He usually resents this and takes it out on the manufacturer by "swearing off" on his particular merchandise. The manufacturer must guard against this by discouraging the retailer from overstocking and by keeping him supplied with fresh merchandise at all times. Boxes should be dated on the outside. This will not only help your stock man but will inspire the confidence of the purchaser.

Following are a few of the "fundamentals" to be remembered if you hope to develop a successful line of homemades for the coming season:

1. Make small batches.
2. Make *homemade* chocolates. This means hand-rolled centers. Your standard line of chocolates will not do.
3. Individual pieces should be medium in size—neither too large nor too small.
4. Use good raw materials.
5. If you include pieces rolled in chopped nuts or cocoanut, be sure to wrap them in wax paper. Otherwise the nut or cocoanut particles will scatter throughout the box.
6. If bon bons are included, they should be crystallized, especially if for wholesale distribution.
7. Last and most important, remember that you are dealing with a perishable item and one requiring infinite care in manufacture, packing and handling.

Good homemades are popular. They are worth all the careful attention they require.

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### Adapting Candy to the Menu!

(*Continued from Page* 40)

tioner may put his product to advantage is on the diet list of the vegetarian. Right now there are more vegetarians in this country than ever before. One proof of this is the inclusion of strictly vegetarian meals on the bills of fare of all classes of restaurants, from the cheapest to the most expensive. To achieve a balanced ration and yet eliminate meats is the problem of these people. Candies, particularly nut candies and chocolates, should be pushed as a wholesome means to this end.

Confectioners have advocated, though desultorily, candy as part of the child's daily school lunch. Here is a chance to plant seeds for the future. Show the mother how children, with their active little bodies making more movements in an hour than many grown-ups make in a day, require a much larger proportionate sugar ration than adults. Then emphasize and re-emphasize the desirability and convenience of candy for this purpose. With candy as a part of every day's lunch, children will form sensible candy-habits and get the eager and consistent candy buyers of the future.

As one who has spent hours chewing the end of a pencil over menus, searching for novel, wholesome, delicious foods, this writer is enthusiastic about the work confectioners may do in adapting candy to the American menu. As I see it—and in the light of nutritional science's latest contributions—a campaign to this end would be of universal significance; it would bring benefits not only to the makers of candy, but to the users as well.

The manufacturers must make it their mission to see that candy is not just a sudden inspiration of the housewife when she passes the candy department of her favorite retail

(*Continued to page* 53)

*The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Each month he picks up at random a number of samples of representative candies. This month it is home-mades; next month it will be gum and jelly work. Each sample represents a bona-fide purchase in the retail market, so that any one of these samples may be yours.*

*This series of frank criticisms on well-known, branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of the M. C.*

# Home-Mades

**Code 4A 30**

**Home-Made Candies—1 Lb.—80c**

(Made in Boston, Mass.)

(Purchased in manufacturer's retail store in Boston.)

Home-mades were packed to order at time of purchase.

**Appearance of Package:** Neat; ¼" gold tinsel tape used to tie box.

**Box:** Plain white with name in gold. One-layer type of box.

**Appearance of Box on Opening:** Fair. Nuts from crunch piece scattered throughout the box. Bonbons were broken because toffee pieces had been put on top of them.

**Brazil Caramel:** Good.

**Chocolate Nut Caramel:** Good.

**Plain Vanilla Caramel:** Good.

**Raspberry Caramel:** Good.

**Vanilla Nougat Caramel:** Good.

**Chocolate Nougat Caramel:** Good.

**Pink Nut Nougat:** Nougat good but no flavor could be tasted.

**Vanilla Nut Nougat:** Good.

**Pistachio Nougat:** Dry and grained. Flaver good.

**Assorted Nut Caramel:** Good.

**Pecan Top Vanilla Caramel:** Good.

**Pecan Top Chocolate Caramel:** Good.

**Pecan Chew:** Good.

**Rose Walnut Bonbon:** Texture good. Flavor too strong.

**Lemon Walnut Bonbon:** Good.

**Green Walnut Bonbon:** Texture good, but no flavor could be tasted. Color entirely too deep.

**Pecan Caramel:** Good.

**Crunch or Butter Toffee:** Entirely too much milk chocolate coating used. Center could hardly be tasted.

**Pecan Nougat Slice:** Good.

**Chocolate Chewy Taffy:** Texture good. Chocolate had a scorched taste.

**Plain Taffy:** Flavor good. Piece entirely too hard.

**Butterscotch Taffy:** Flavor good. Piece was completely grained.

**Peanut Taffy:** Flavor good. Texture a little too hard.

**Number of Pieces:** 41.

**Assortment:** Good.

**Workmanship:** Good.

**Remarks:** Suggest the crunch piece be wrapped as the fine particles of nuts get all over the box. The packing of this box is a serious matter. Suggest that clerks be trained to pack the home-made pieces with a little better judgment. Pack taffies three pieces high, each on top of the other. If two pieces of crunch are put in box, wrap together. Keep flat pieces, like the nougats, at either end of the box and pack two pieces high. In packing this way the box will be found large enough to hold a full pound in one flat layer with no pieces on top.

Rose, at its best, is far from being a satisfactory flavor. A good strawberry or raspberry flavor for pink cream candies would be better. The crunch piece could be improved by using more center and less milk chocolate. Chocolate taffies are too large and too thick. Some are made poorly. Make taffies thin and about 2½" to 3" long by ¾" or 1" wide. They will eat far better. Hard taffies are a poor eating piece of candy. Cook them a trifle harder than a caramel for best results.

**Code 4B 30**

**Home-Made Candies—1 Lb.—$1.00**

(Made in New York City.)

(Purchased in manufacturer's retail store in New York City.)

This package was packed to order. Packing was not good. Many of the candies stuck together and some were broken.

**Chocolate Nut Fudge:** Good.

**Vanilla Nut Fudge:** Good.

**Coffee Cream Wafers:** Good.

**Wintergreen Cream Wafers:** Good.

**Peppermint Cream Wafers:** Good.

**Chocolate Nut Wrapped Caramel:** Good.

**Vanilla Plain Wrapped Caramel:** Good.

**Licorice Wrapped Caramel:** Good.

**Chocolate Wrapped Marshmallow Caramel:** Good.

**Chocolate Cocoanut Bonbon:** Center good. Jacket dry and hard.

**Vanilla Cocoanut Bonbon:** Good.

**Pistachio Nut Nougat Roll:** Good.

**Brazil Caramel Croquette:** Good.

**Pecan Caramel Croquette:** Good.

**Almond Crunch or Butter Taffy:** Good, but not quite up to standard. Lacked butter taste and taffy center too thin.

**Assortment:** Too small.

**Workmanship:** Good.

**Number of Pieces:** 22 pieces.

**Remarks:** Suggest a layer board be used when box is being packed. This is very important. Boxes of home-mades at cheaper prices were packed far better and opened up in better condition. Some little judgment has to be used when boxes of candies are packed to order while the customer waits. I have examined

some very well packed boxes that were made up to order. Suggest also that pieces be made smaller. Most of them were too large even for home-mades. The butter taffy or crunch needs checking up as it is not up to standard. The package is a trifle high priced at $1.00 per pound.

**Code 4C 30**

**Home-Made Candies—1 Lb.—80c**

(Made in Boston, Mass.)

(Purchased in manufacturer's retail store in Boston.)

Goods were packed to order.
**Box:** One layer stock box.
**Appearance of Box on Opening:** Fair. A piece of taffy 4"x3" was placed on top of the other candies, causing them to be broken.
**Crunch or Butter Taffy:** Good.
**Orange Cream Center Bonbon:** Good.
**Lemon Cream Center Bonbon:** Good.
**Brazil Bonbon:** Brazil had an off taste.
**Violet Fudge Center Bonbon:** Good.
**Cherry Top Vanilla Cocoanut Bonbon:** Good.
**Red Caramel:** Could not tell which it was—raspberry or strawberry. Texture good.
**Vanilla Marshmallow Caramel:** Good.
**Chocolate Walnut Caramel:** Good.
**Vanilla Pistachio Nut Nougat:** Good.
**Almond Cocoanut Taffy or Waffle:** Good.
**Caramel Cashew Chew:** Good.
**Chocolate Sprinkle Stick—Center of Butterscotch:** Good.
**Walnut Stick—Center of Molasses and Chocolate:** Good.
**Pecan Caramel Chew:** Good.
**Assorted Nut Chew:** Good.
**Butter Crunch—Milk Chocolate and Nuts:** Good.
**Vanilla Caramel:** Good.
**Vanilla Walnut Caramel:** Good.
**Assortment:** Good.
**Workmanship:** Good.
**Number of Pieces:** 24.
**Remarks:** Most pieces were too large. Suggest that they be made smaller. This is an exceptionally good box of candy. It might be advisable to look into the cost of figures for this package as it is hardly conceivable that any money can be made selling it at 80c per pound.

**Code 4D 30**

**Home-Made Candies—1 Lb.—90c**

(Made in Boston, Mass.)

(Purchased in manufacturer's retail store in Boston.)

Goods were packed to order.
**Box:** One layer stock box.
**Appearance of Box on Opening:** Good. All pieces were in place and cupped.
**Pistachio Nougat:** Good.
**Nougat Dipped in Jelly and Rolled in Fine Cut Walnuts:** Good.
**Nougat Dipped in Jelly and Rolled in Fine Cut Pecans:** Good.
Walnut Date: Good.
**Marshmallow Half Dipped in Chocolate with Pecan Top:** Good.
**Marshmallow Dipped in Chocolate and Rolled in Sprinkles:** Good.
**Brazil Caramel:** Good.
**Vanilla Fudge:** Good.
**Chocolate Fudge:** Good.
**Walnut Center Bonbon:** Texture good. Flavor rancid; color entirely too deep.
**Vanilla Brazil Bonbon:** Good.
**Fruit Nougat-Caramel Layer Top and Bottom:** Good.
**Fruit Vanilla Nougat with Pistachio Nuts:** Good.
**Vanilla Caramel:** Good.
**Chocolate Caramel:** Good.
**Chocolate Marshmallow Caramel:** Caramel good. Marshmallow dry and hard.
**Maple Walnut Crystalized Bonbon:** Good.
**Green Bonbon Cream Nut Center:** No flavor could be tasted. The piece was hard and dry and the color too deep.
**Butter Crunch:** Good.
**Pink Bonbon Cream Center:** Fair.
**Assortment:** Fair.
**Workmanship:** Fair.
**Number of Pieces:** 26 pieces.
**Remarks:** This box of home-mades is a little high priced at 90c per pound. Some of the pieces are not up to standard and should be improved.

# Are Your Home-Mades Here?

# How are your Home-Mades?

***—an occasional glance around you at what the other fellow is doing will broaden your perspective and help you to originate new ideas of your own.***
***—The Candy Clinic simplifies the task by searching the highways and byways of the candy mart for you. Alertness is the price of progress.***

Code 4E 30

**Home-Made Candies—1 Lb.—80c**

(Made in Boston, Mass.)

(Purchased in manufacturer's retail store in Boston.)

This package was packed to order.

**Box:** One layer stock box.

**Appearance of Box on Opening:** Very poor. Candies looked as if they had been thrown in the box rather than packed in.

**Rose Walnut Center Bonbon:** Good.

**Pistachio Brazil Bonbon:** Good.

**Violet Pecan Center Bonbon:** Texture good. Flavor entirely too strong.

**Caramel Center Chocolate Covered Bonbon, Walnut Top:** Center good. Bonbon jacket very hard.

**Wintergreen Sugar Wafer:** Good.

**Peppermint Sugar Wafer:** Texture good. Flavor tasted rancid.

**Lemon Pineapple Fruit Center Bonbon:** Good.

**Maple Pecan Fudge:** Good.

**Chocolate Brazil Fudge:** Good.

**Pecan Fruit Nougat Roll:** Flavor good. Nougat dry and sandy.

**Butter Taffy or Crunch:** Good.

**Assorted Nut Brittle:** Good.

**Vanilla Marshmallow Caramel:** Fair.

**Chocolate Marshmallow Caramel:** Fair.

**Vanilla Walnut Caramel:** Fair.

**Chocolate Almond Caramel:** Fair.

**Assortment:** Not large enough.

**Workmanship:** Fair.

**Number of Pieces:** 23.

**Remarks:** The packing of this box should be improved as its appearance upon opening was poor. Most of the pieces were too large. The caramels were not up to the 80c a pound standard. The assortment was too small. Suggest pieces be made smaller and a few numbers added to the line.

Code 4F 30

**Home-Made Candies—1 Lb.—$1.00**

(Made in San Francisco, Cal.)

(Purchased in manufacturer's retail store in San Francisco.)

**Appearance of Package:** Good.

**Box:** Extension type, one layer; ¼" blue ribbonzine, tied corner to corner.

**Appearance of Box on Opening:** Fair.

**Nut Paste Rolled in Pecans:** Fair. Had a slight off taste.

**Milk Chocolate Coated Cream Brazil:** Good.

**Apricot Jelly Dipped in Caramel and Rolled in Nuts:** Good.

**Pecan Top Buttercream:** Fair.

**Green Jelly with Roasted Almond Dipped in Caramel:** Good.

**Pecan Chew:** Good.

**Cocoanut Paste Dipped in Caramel:** Good.

**Opera Cream Dipped in Caramel and Rolled in Pecans:** Good.

**Marshmallow Jelly Dipped in Butterscotch Chocolate Coating:** Good.

**Almond Taffy and Cocoanut:** Good.

**Chocolate Paste Center Dipped in Chocolate Caramel Pecan Top:** Good.

**Assorted Nut Taffy:** Fair.

**Brazil Dipped in Strawberry Jelly:** Good.

**Milk Chocolate Nuts and Marshmallow:** Fair.

**Green Jelly—Roasted Almond on Top:** Good.

**Vanilla Walnut Nougat:** Fair.

**Apricot Jelly, Almond Top:** Good.

**Fudge Pecan Roll:** Good.

**Coffee Taffee:** Good flavor. Texture too tough.

**Chocolate Marshmallow Caramel:** Good.

**Number of Pieces:** 34.

**Workmanship:** Fair.

**Assortment:** Good.

**Remarks:** This package did not present a very attractive appearance when opened. Suggest white Cellophane be used for outside wrapper. Also a wax paper liner be used inside of box. Box would look better if chocolate and white cups were used instead of colored edge cups. Pieces do not match up well at all. Some are too large and some too small. A partition is needed to pack this box in the proper way. It is far from being in the $1.00 a pound class and should be revamped considerably or the price lowered.

Code 4G 30

**Home-Made Candies—1 Lb.—80c**

(Made in New York City, N. Y.)

(Purchased in manufacturer's retail store in New York City.)

This package was packed to order.

**Appearance and Condition of Goods on Opening:** Good. Care and good judgment had been displayed in packing. No pieces were crushed or broken.

**Chocolate Fudge:** Very good.

**Vanilla Fudge:** Very good.

**Plain Chocolate Fudge:** Very good.

**Maple Cream Center Bonbon, Pecan Top:** Good.

**Pink Cocoa Bonbon:** Center good. Bonbon cream dry and hard.

**Lemon Cream Center Bonbon:** Good.

**Vanilla Pecan Nougat Roll:** Good.

**Walnut Taffy:** Good.

**Almond Taffy:** Good.

**Nut Nougat:** Good.

**Pistachio Cream Center Bonbon:** Texture good. Flavor too strong.

**Almond Butter Taffy or Crunch:** Good.

**Almond Caramel Kiss:** Good.

**Vanilla Wrapped Caramel:** Good.

**Vanilla Peanut Caramel:** Good.

**Vanilla Nut Nougat:** Flavor good. Texture too short.

**Vanilla and Chocolate Nut Nougat:** Good.

**Assortment:** Good.

**Workmanship:** Good.

**Number of Pieces:** 33 pieces.

**Remarks:** This box of home-made candies is of good quality and with minor exceptions in good condition. Suggest that a 20 lb. wax paper be used. Also a wax liner for the box.

Code 4H 30

**Home-Made Candies—1 Lb.—70c**

(Made in Chicago, Ill.)

(Purchased in manufacturer's retail store in Chicago.)

**Appearance of Box:** Good. One layer type, wrapped in cream colored paper with printing in red, blue and gold.

**Appearance of Box on Opening:** Bad. Nut dust and pieces all over box.

**Chocolate Covered Pieces:**

**Vanilla Buttercream:** Good.

**Jelly Piece:** Fruit flavor, but could not tell whether raspberry or strawberry.

**Maple Pecan Cream:** Good.

**Orange Cream:** Good.

**Vanilla Cream:** Good.

**Pecan Cluster:** Good.

**Walnut Cluster:** Good.

**Vanilla Caramel Coated with Cocoanut:** Caramel good. Cocoanut a little rancid.

**Chocolate Paste Pecan Top:** Good.

**Vanilla Bonbon:** Hard and dry.

**Pink Bonbon:** Hard and dry. No flavor could be tasted.

**Butter Taffy Coated with Milk Chocolate and Chopped Nuts:** Fair. Center too hard.

**Vanilla Nut Caramel:** Flavor good. Texture almost completely grained.

**Vanilla Fig Caramel:** Good.

**Chocolate Caramel:** Tough. Flavor good.

**Vanilla Caramel Fruit Nougat Center:** Center good. Caramel grained.
**Vanilla Caramel:** Good. Flavor partly grained.
**Green Peanut Kiss:** Bad. Very hard and dry.
**Pink Cocoanut Kiss:** Bad. Hard and dry.
**Cocoanut Paste Chocolate, Partly Dipped:** Good.
**Butterscotch Taffy:** Fair. Piece too hard and not enough butter flavor.
**Pecan Mallow:** Good.
**Number of Pieces:** 31, eight of which were chocolate covered.
**Workmanship:** Good.
**Assortment:** Very good.
**Remarks:** This is a very good box of home-mades at the price of 70c. Suggest bonbons be crystallized; also cocoanut-covered caramel and nut kisses. The cocoanut-covered caramel, nut-covered taffy and pecan mallow should be wrapped in wax paper. This would keep the box in perfect condition. No net weight nor address of any kind appeared on this box. This is serious and should be rectified.

Code 4I 30

### Home-Made Candies—1 Lb.—80c

(Made in New York City, N. Y.)

(Purchased in manufacturer's retail candy store in New York City.)
This box packed and wrapped at the factory ready for the consumer. Box is one layer and of special print. Neat and attractive.
**Appearance of Box on Opening:** Very good. All pieces in place and in good condition.
**Raisin Peanut Taffy:** Good.
**Chocolate Nut Caramel:** Texture good. Tasted as though scrap had been used. Nuts tasted old.
**Vanilla Marshmallow Caramel:** Good.
**Vanilla Marshmallow Whirl Caramel:** Good.
**Chocolate Marshmallow Caramel:** Good.
**Vanilla Nut Caramel:** Good.
**Lemon Walnut Center Bonbon:** Good.
**Pink Walnut Center Bonbon:** Good texture. No flavor could be tasted.
**Pistachio Walnut Center Bonbon:** Good.
**Vanilla Walnut Center Bonbon:** Good.
**Chocolate Nut Fudge:** Good.
**Vanilla Nut Fudge:** Good.
**Pecan Apricot Jelly Marshmallow:** Good.
**Plain Chocolate Marshmallow:** Good.
**Chocolate Shot Top Marshmallow:** Good.
**Milk Chocolate Belmont Coated Molasses Cocoanut:** Good.
**Milk Chocolate Vanilla Caramel:** Good.
**Milk Chocolate Nougat:** Good.
**Assortment:** Good.
**Workmanship:** Good.
**Remarks:** This is a good box of home-mades but the price of 80c is a little high. Suggest the chocolate covered marshmallow be made smaller.

Code4J 30

### Home-Made Candies—½ Lb.—35c

(Made in Baltimore, Md.)

(Purchased in manufacturer's retail store in Chicago.)
Goods packed to order.
**Appearance of Box on Opening:** Bad. Nut dust all over box and on all pieces.
**Chocolate Pieces:**
**Vanilla Buttercream:** Good.
**Chocolate Buttercream:** Good.
**Home-Made Pieces:**
**Pecan Mallow:** Good.
**Pecan Fudge Roll:** Good.
**Pink Cocoanut Kisses:** Flavor good. Texture hard and dry.
**Maple Pecan Kiss:** Flavor good. Texture hard and dry.
**Vanilla Black Walnut Kiss:** Flavor good. Texture hard and dry.
**Chocolate Paste Rolled in Marshmallow and Chopped Nuts:** Good.
**Chocolate Nut Caramel:** Good.
**Almond Taffy or Waffles:** Good.
**Pink Bonbon, Cream Center:** Good.
**Pecan Caramel Chew:** Good.
**Chocolate Pecan Fudge:** Good.
**Vanilla Walnut Fudge:** Flavor good. Texture dry and hard.
**Number of Pieces:** 15.
**Workmanship:** Good.
**Assortment:** Good for a ½-lb. box.
**Remarks:** Suggest a liner be used in this box. Also that pieces coated with fine cut nuts be wrapped in wax paper. Colors entirely too deep in cocoanut kiss and pink bonbon. Suggest fudge be wrapped in wax paper. If this box is shipped by parcel post or express, suggest a partition be used to keep pieces in place. Box used is too large for one-half pound of this type of candy.

Code 4K 30

### Chocolate Marshmallow Rabbit—1c Each

(Made in Cincinnati, Ohio.)

(Purchased in 5 and 10c store in New York City.)
**Appearance of Rabbit:** Fair.
**Moulding:** Crude.
**Size of Piece:** 4"x1¼"x¼".
**Chocolate Coating:** Washed on.
**Center:** Of marshmallow. Very tough and gritty.
**Remarks:** This piece cannot be criticized at the price of 1c.

Code 4L 30

### Honey Candies—1 Lb.—$1.50

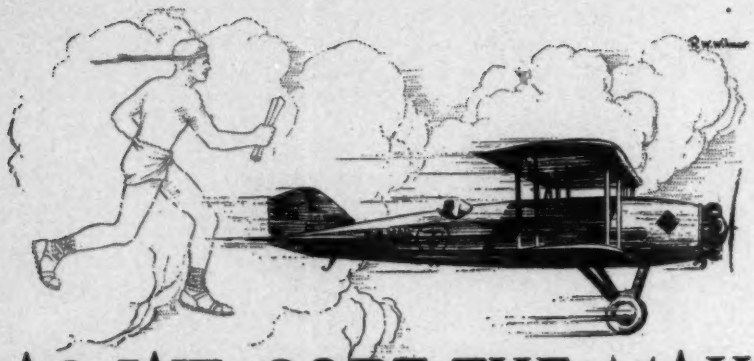
(Purchased in a drug store in New York City.)
**Appearance of Package:** Very attractive. White Cellophane wrapper used.
**Box:** Blue printing in gold on black base; ½" blue ribbon used.
**Appearance of Box on Opening:** Good.
**Chocolate Coating:**
**Color:** Dark.
**Gloss:** Good.
**Taste:** Good.
**Strokes:** Good.
**Dipping:** Good.
**Centers:**
**Date Paste and Cream:** Texture good, but could not taste any honey flavor.
**Honey Flavored Cream:** Good.
**Cream Center with Fine Chopped Nuts:** Flavor good. Texture of cream tough.
**Wintergreen Cream:** Flavor good. Cream tough.
**Almond Cream with Fine Chopped Nuts:** Flavor good. Cream tough.
**Orange Cream:** Flavor good. Cream tough.
**Cream Cream:** Flavor good. Cream tough.
**Maple Cream:** Flavor good. Cream tough.
**Cocoanut Paste with Peanuts:** Good.
**Molasses Peppermint Kiss or Chew:** Good.
**Marshmallow:** Good.
**Peppermint Cream:** Flavor good. Cream tough.
**Raspberry Cream:** Flavor good. Cream tough.
**Assortment:** Bad.
**Workmanship:** Fair.
**Number of Pieces:** 40.
**Remarks:** While this box of candy is out of the ordinary, it is our opinion that unless it is sold under a name different from that now appearing on the box, it will not develop into a successful package. The designation "honey" candies is very misleading. The box contains mostly all creams and they are anything but good cream centers. They are tough and putty-like. As "honey" confections, these candies are far from being representative or even any particular credit to honey. Even more misleading, however, was the display card which appeared at the soda fountain where one of these packages was purchased. It read "non-fattening." This is a decidedly false statement and we were relieved to note that the claim was not repeated elsewhere in connection with the package.

If it is the manufacturer's idea to produce a package of confections that is in every respect a honey package, we suggest that he use some such pieces as the following:

Honey nougats, honey caramels, honey fudge, honey jelly, honey fruits and a few real honey cream centers, honey hard candy chips or sponge, honey taffy, honey cordials, etc., etc.

We suggest that no flavors except honey flavors be included in the assortment. This is not as much of a restriction as it might at first appear, since honeys of different origin carry a wide variety of floral nectars (orange blossom, clover, basswood, thyme, etc.) which might be accentuated or reinforced to produce a pleasing variety of flavor blends.

The idea of an all-honey package is a splendid one but this package in its present status is a long way from filling the bill.



# AS WE SORT THE MAIL

*Questions addressed to this department will be answered by us from month to month. Readers are invited to make this a forum for informal discussion of subjects of general interest to the candy industry.—The Editor.*

***We have your letter of February 15th. A few days ago we received your February number of the magazine and already noticed the criticism on solid chocolate bars, in which two of our bars were represented. We certainly appreciate this method of friendly criticism and it is bound to do us some good, as well as the other manufacturers.***

*D. L. G. (San Francisco)*

***I notice on page 63 of your February, 1930, issue of*** THE MANUFACTURING CONFECTIONER ***an article by Frank C. Gephart in which an error occurs. The work on chocolate Aromas by Bainbridge and Davies was carried out in the laboratories of Rowntree & Co. Ltd., York, England, and was published in the Transactions of the Chemical Society in 1912.***

*B. G. McL. (England)*

We appreciate very much your calling our attention to the error on page 63 of our February issue. This was not the original article by Mr. Gephart which you refer us to, but a digest of the original taken from another publication. The material in this section of our magazine is boiled down from original articles as they have appeared in other periodicals.

Many thanks for your letter.

We would like to receive any data which you are in a position to give us with respect to Xylose, whose possibilities we are considering in connection with non-fattening candies. EDITOR.

***In reply to yours of the 7th, addressed to Mr. B. ..... we have for some time been manufacturing xylose on a semi-commercial scale at the plant of the S..... Corporation. This little factory is designed to produce 100 pounds a day and the material has been distributed to investigators who are interested in developing a market for xylose.***

***We have made a very careful study of the possibilities of xylose as a foodstuff but regret to report that the evidence in the literature does not seem to be convincing to the medical profession. For this reason we have enlisted the cooperation of several members of the profession who are now conducting the necessary experiments. Under the present circumstances, therefore, we cannot recommend the use of xylose in any product intended for human consumption.***

*W. E. E. (Washington)*

***One of our good friends in Canada is seeking a formula for making After-Dinner Mints. We presume there is no great secret about the composition of this candy but we must confess our own ignorance. If you can help us out with a type formula and directions for this, it would be highly appreciated.***

***We will be glad to give credit to your publication.***

*T. W. (New York City)*

The accompanying formula submitted by our technical department comes in answer to your letter of February 7th requesting information on the making of After-Dinner Mints.

We presume this is the type of mint your customer is interested in, but if you should hear from him to the contrary, we will be very happy to cooperate further.

In any event, we will be interested to hear how he makes out with it and to receive a sample of the goods which he makes up, as we are keenly desirous of keeping in touch with new numbers coming on the market.

*After Dinner Mints*

15 lbs. granulated sugar.
1 level teaspoon cream of tartar.
2 qts. water.
Cook to 268° F. (270° summer).

Pour on cool slab. Do not handle too much. As soon as batch is cool, put on hook and pull until batch looks dry. While pulling on hook, add 2 ozs. of straight sugar fondant cooked to 244° F. and ½ oz. of a good peppermint oil. Cut any size to suit. Leave on table over night in single layer and sprinkle powdered sugar over top of goods, but do not pile, as goods will lose shape.

Pack next day; do not leave goods in open pans or boxes. Keep covered in air-tight cans. The batch quantities above stated may be varied to suit your requirements.

***Referring to your editorial "Two Sides of An Interesting Controversy" on the price of candy, I would like to add my argument on the subject.***

***Candy is bought, because people like it. In order to keep them liking it, so that they will keep on buying it, candy must be made of good materials and also***

(*Continued on Page* 58)

# Now, that's a question —

***Every month the Editor asks ten questions which every intelligent candy man should know. How do YOU rate on these questions?***

1. Is it possible to standardize the shades of color employed in different candies once they are established?
2. In what way does the constant improvement in world transportation affect the perishability of candy and candy raw materials?
3. At what temperatures can insect eggs be rendered sterile?
4. How may the tendency of glacé fruits to develop a surface coating of crystals be held in check?
5. How can mould infestation and drying out of glacé fruits be prevented?
6. How does lecithin affect the flavor of milk and what is the significance of this fact to the candy industry?
7. What mineral element are molasses candies and chocolate especially rich in and what is the importance of this from a dietetic standpoint?
8. How may the keeping qualities of confectionery colors and flavors be quickly determined?
9. What is "block milk"?
10. Can flavoring emulsions be made transparent?

**(The answers to the above questions will be found on Page 57 of this issue)**

*The M. C. Survey of*

## The Confectioners' Modified Starches

(*Continued from Page* 43)

ity of 77 would produce a clear, tender gum that would not, however, be sufficiently firm, nor would it have the desired sharp "break." Gums made with very high fluidity starches must be handled more carefully than those made from the lower fluidities.

In summarizing the survey, it may be said that very little modification is attempted by the starch manufacturers other than the standard thin boiling conversion process, and that with one exception, any of these starches can be made to produce average good results, if handled properly.

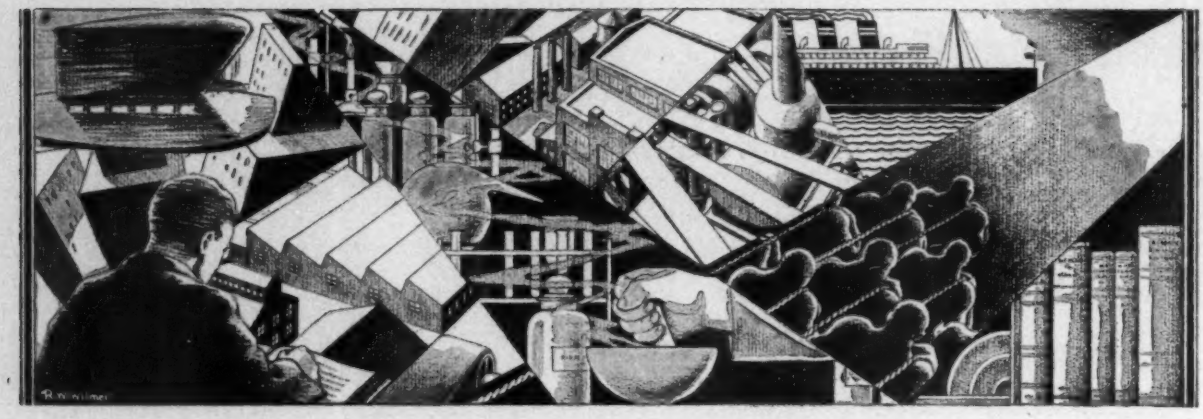
From this and other work of the technical staff, it would appear that a starch of approximately 60 fluidity will produce most generally satisfactory results for high grade gum work.

### Adapting Candy to the Menu

(*Continued from page* 47)

store. She must be made *candy-conscious.* She must order candy just as she orders other staples. But she will do this *only* when she recognizes it as a solution to one of her greatest problems—a varied menu.

(*Now you have had the future of the candy industry depicted for you from the standpoint of women in the home—women who seek the ideas and inspiration which our craft can give them. Who will second the motion?—The Editor.*)



# Monthly Digest of CURRENT TECHNICAL LITERATURE

### Fruit Pectin in Confections

*By William A. Rooker. The Fruit Products Journal and American Vinegar Industry, vol. 7, p. 9.*

Pectin is not a universal substitute for other colloids in candy and will not replace agar agar in Jap jellies, starch in starch gums and pastes, or gelatine and albumen in marshmallow. The most promising use for pectin in candy is in fruit jelly pieces.

In producing fruit jam or jelly candies the candy manufacturer has all of the fruit preserver's problem, plus two very important ones of his own. First, the jam or jelly candy must have a sufficiently high sugar content to prevent fermentation. Second, the candy must be prepared in such a manner as to insure a minimum of syneresis, commonly called bleeding or sweating. Although the preserver endeavors to prevent bleeding in his jams and jellies, it is not nearly as important a problem as the same condition is to the candy maker.

When the sugar, acid and pectin are in the correct proportions, the jelly or jam will have the ideal texture. If the sugar and acid proportions are correct and the pectin high, the product will be hard and brittle. If the acid proportion is correct and the sugar and pectin are both high, the product will be hard and tough. If the sugar, acid or pectin is deficient the jelly will be soft and easily broken down. If the acid is high, the jelly will have a tendency to bleed or sweat excessively. The acids generally used are citric and tartaric. Malic and lactic acids are sometimes used. Phosphoric acid is used only in the cheapest grades of imitation jelly and should be of no interest to the candy maker.

Pectin is on the market in powdered form and as a water solution. Both types have their characteristic advantages, but powdered pectins seem best adapted for candy making as they permit easy and accurate weighing. General instructions and some formulas are given for making fruit jellies, the finishing point being determined by the thermometer and by the drip or flake tests.

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### Candy Display Backgrounds

*Anon. The Confectionery Journal (Great Britain), vol. 45, p. 1156.*

A recent idea for confectionery window displays is to use covered wire designs for background effects. Material—wall paper or crêpe paper—is used to cover the wire, and in this way designs are obtained that would not otherwise be possible without a great deal of expense. The idea is simple; it is the choosing of the design that entails the thought. The wire designs are used principally as background tops to smallware designs.

### Radiation in Connection with Essential Oils

*By R. A. Morton. The Perfumery and Essential Oil Record, vol. 20, p. 258.*

It is well known that good quality peppermint oil when used as a flavor for certain candies or sugar preparations, such as ordinary mint tablets, loses its fine flavor on standing. A number of samples of mint tablets were exposed to the action of ultraviolet light in order to test the stability of certain mint oils in the manufacture of confections. It was found that a few hours' exposure to the rays afforded approximately the same aging effect as standing on the shelves for a period of several months. This procedure appears to be a ready method of testing materials of this class to determine quickly their keeping qualities.

In this connection the author describes apparatus and discusses methods of measuring various effects of ultraviolet light. (By exposure to intense artificial light the textile industry is able to determine in advance and within a short period the influence of sunlight on various dyes. It seems possible by means of the ultraviolet lamp to determine in advance the flavors (also colors) which are most suitable for use in candy which must be exposed to light, even for limited periods.—EDITOR.)

### Emulsification in the Confectionery and Baking Industries

*By Edmund B. Bennion. Food Manufacture, vol. 4, p. 247.*

The author discusses the improvement of mechanical technic in the baking and confectionery industries, especially the use of high speed dough-mixing machines and other devices for producing thorough mixing and emulsification. From this standpoint certain technical problems of the candy industry are similar to those of the baking industry.

For instance, the thorough incorporation of the ingredients at the dough-making stage not only results in a much finer-textured dough, but in a finer textured loaf, which has a crumb possessing a softness and silkiness so much desired. The moisture-retaining properties are also enhanced. The introduction of fat emulsions (frequently fat and milk emulsions) greatly improves the texture of the dough and bread. *Thorough mixing* has been found to improve quality and stability in a number of respects and this has led to increasing use of homogenizers and emulsifiers, especially when fats are added. (It seems possible that more thorough emulsification of the fat added to the batch in making caramels, for instance, might improve both quality and stability (moisture-retention and resistance to graining), suitable change in technic being made as requireed. At any rate, the idea seems worthy of investigation.—EDITOR.)

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### Modern Equipment in the Bakery and Confectionery Industries

*By J. Valentine Backes. Food Manufacture, vol. 4, p. 261.*

The author discusses plant depreciation in relation to various types of equipment and considers specifically such equipment as enrobers, the "Romac" machine, the circular conche, wrapping machinery, dry mixing machines, nut-cracking machines and continuous vacuum cookers, particular attention being given to the most recent developments along these lines.

### Block Milk

*Anon. Food Manufacture, vol. 4, p. 361 (from Milchwirtschaftliches Zentralblatt).*

A new form of conserved milk that has recently acquired considerable importance in Germany is that put on the market under the name of "Block Milk." This product is obtained by concentrating milk and adding about 10 per cent sugar. It differs from sweetened condensed milk in that a higher percentage of water is evaporated and the thickened mass so obtained is molded into blocks by compression. In order to protect the blocks from harmful atmospheric effects a thin coating of cocoa butter is applied, amounting to about 1 per cent of the whole.

Owing to its lower water content greater durability is claimed for block milk than for condensed milk, and the same feature enables it to retain its characteristic properties longer than milk powder. The chief consumers of block milk are the chocolate factories and manufacturers of caramels and other candies containing milk.

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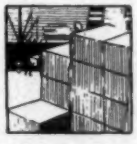
### The Deterioration of Fats and Oils and the Development of Rancidity



*By W. L. Davies. The Chemical Age, vol. 20, p. 489; The Industrial Chemist, vol. 4, p. 269.*

(Deterioration and rancidity of fats and oils may seriously affect the quality of a number of types of candy and investigations conducted in other industries relative to the causes and remedies for this deterioration will be of interest and value to progressive candy manufacturers.—EDITOR.) Fats and oils suffer deterioration from two main causes: (a) oxidation by atmospheric oxygen; and (b) biological causes, through the action of microorganisms (baceteria, moulds, etc.). Oxidative deterioration sets in through the action of atmospheric oxygen influenced by heat, light, acidity and the effect of metallic impurities. Moulds generally produce worse effects than bacteria.

Active oxidation of fats is preceded by a "period of induction" in which oxidation just begins to get under way. This period represents the time during which a fat will keep in wholesome condition. The higher the temperature the more rapidly do oxidation and rancidity occur. Because of ultra-violet radiation fat oxidizes more rapidly in sunlight than in the dark (after 10 minutes exposure to an ultra-violet lamp the fat in milk deteriorates to such an extent as to render the milk almost undrinkable.) The higher the free acid content of a fat the shorter will be the "induction period" (period during which it remains wholesome). The presence of lipoids (for instance, lecithin) in fats shortens the "induction period." The presence of moisture promotes rancidity, dry fats keeping better than moist fats.

By far the most active agents inducing fat deterioration are small traces of metals (sometimes entering the fat during processing or refining). Copper is the most active metal, a fraction of a part of copper per million parts of fat shortening the "induction period" to one-tenth its original length. Iron and nickel are injurious, but less so than copper. Contact of fats with all these metals should be avoided. Tin and aluminum are not harmful.

The use of "anti-oxidants" for preventing the oxidation of fats has been extensively investigated, but unfortunately the most effective substances used to date for this purpose are not suitable for adding to edible fats. The author describes tests whereby the tendency of fats to become rancid can be determined in advance. These tests are valuable for selecting fats having the greatest resistance to rancidity.

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### Technology Adapts Materials Handling to Needs of Candy Maker

*By Robert G. Gould. Food Industries, vol. 1, p. 115.*

The author describes the handling of materials and the progress of candy of various types through the different departments in the new plant of the New England Confectionery Co., Cambridge, Mass. A number of illustrations show various stages in the production of chocolate-covered goods.

### Healthfulness of Chocolate

*Anon. The South African Sugar Journal, vol.* 13, *p.* 821.

Dr. Frederick Bosser, an eminent German heart specialist, has stated recently that chocolate has a beneficial effect in the treatment of neurasthenia, neuralgia and "nerves." Too low a lime content of the brain and nerve tissue is an important factor in causing irritability, restlessness and twitching nerves. Chocolate is rich in lime. Other lime-containing foods that should be taken by sufferers from nervous disorders include brown sugar and molasses candies. (This is another instance of the available medical opinion which can be utilized by candy manufacturers in advertising the food value and healthfulness of candy.—EDITOR.)

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### New Method of Manufacturing Chocolate by Spraying

*Anon. Food Manufacture, vol.* 4, *p.* 342.

Is the manufacture of chocolate over-mechanized? Is that massive, ponderous multiplicity of machinery absolutely necessary to the production of chocolate?

In a recent patent Nyrop claims that it is possible, by means of a special atomizer, to produce chocolate by spray drying. Owing to the extraordinary fine dispersion which is obtained by the atomization, the product possesses the necessary evenness and homogeneity, thereby saving all the expensive grinding and conching operations now used in the chocolate factory.

By a modification of the manner in which cacao butter and a solution of sugar and suspension of cocoa in milk is mixed and fed to the atomizer, chocolate powders of two types can be produced. In the first case, the powder is dispersion of sugar and albumin in fat. The product can therefore be molded. In the second case, the powder is a dispersion of fat in sugar and albumin. A water-soluble product is therefore obtained. Chocolate can be molded from a dispersion of sugar, albumin, etc., in fat.

### Candied Honey

*British Patent No.* 312,036 *to O. A. Sippel, Bozeman, Montana.*

Granulated (crystallized) honey is ground, whipped and aerated until it attains a very smooth, semi-solid consistency, thus making it more attractive for various food purposes. (This honey is similar in consistency to a thin fondant, but the sugar present in minute crystal form is dextrose (identical with corn sugar) instead of cane sugar.—EDITOR.)

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### Effect of Variations in Ingredients on the Color of Chocolate Cake

*By Emily Grewe and E. O. Whittier. Paper presented at American Chemical Society meeting, Columbus, Ohio, May,* 1929.

Milk has no pronounced effect on the color of chocolate cake unless it is sour; the cake becomes lighter colored as the acidity of the milk increases. The color is affected by the darkness of the chocolate and the amount used. The most important factor affecting the color of chocolate cake is the pH which in turn is influenced by the soda (sodium bicarbonate) added. The color darkens readily when the pH is above 7; the flavor is also affected. (In all probability the pH value may also influence the color of candy such as caramels and fudge in which chocolate or cocoa are incorporated.—EDITOR.)

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### Transparent Emulsions of Some Essential Oils

*By W. F. Whitmore and R. E. Lineham. The Perfumery and Essential Oil Record, vol.* 20, *p.* 412.

The authors, in a paper presented at the spring meeting (1929) of the American Chemical Society, describe the preparation of transparent flavoring emulsions which are well adapted for flavoring fondant, gum goods and confectionery products in general. More thorough emulsification of the essential oil can be effected by the use of a high-speed colloid mill or homogenizer. Besides an improvement in stability, it is highly desirable to produce transparent emulsions instead of the usual opaque variety, since a homogeneous-looking product is always more satisfactory than a translucent or opaque one.

Satisfactory transparent emulsions were obtained by emulsifying the essential oil in a dispersion medium consisting of a concentrated water solution of two parts of invert sugar and one part of cane sugar, the concentration of the sugar solution being adjusted so that it had the same refractive index as the oil. Gelatin, dissolved in the sugar solution, was found to be the most effective agent for stabilizing the emulsion. With 0.25 per cent of gelatine it was possible to incorporate 15 per cent of orange oil in an emulsion, with 0.50 per cent of gelatin, 20 per cent of orange oil; and with 1.00 per cent of gelatin, 30 per cent of oil.

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### Marzipan and Marzipan Substitutes

*By O. Keller. Zeitschrift für Untersuchung der Lebsmittel, vol.* 54, *p.* 78.

It is proposed under the German food law to define marzipan raw material as a heated mixture of sugar and sweet almonds ground in moist condition. The proportions of moisture and added sugar should not exceed 17 per cent and 35 per cent, respectively, and the fat content should not be less than 28 per cent. Marzipan products consist of one part of marzipan raw material with addition of a maximum of one part of sugar; 3.5 per cent of glucose may be substituted for an equivalent proportion of sugar. "Persipan" raw material is defined in the same way as marzipan raw material except that apricot and peach kernels are substituted for almonds and the moisture limit is 20 per cent. "Persipan" products are prepared from "Persipan" raw material in the same way as marzipan from marzipan raw material. Various confections similar in nature to marzipan products are described and defined.

### Wrappings for Confectionery

*By E. T. Ellis. Modern Packaging, vol. 3, p. 42.*

The author describes examples of coverings which make use of transparent foil, opaque paper and combinations of opaque and foil and gives specifications in detail for each of these in packaging confectionery. The eight examples described are as follows: (1) a transparent outer paper wrapping used by packers of dessert chocolates; (2) a wrapping in which the entire outer paper wrapping is used as a lid for an otherwise lidless box; (3) a useful type of banded biscuit wrapping much used by flour confectioners; (4) a banded chocolate biscuit packing especially popular in Europe; (5) a single-piece, six-sided sheet of which wide use is made by certain European packers of milk chocolate with nuts; (6) a comparatively simple type of single-piece, unbanded silver foil packing for the long bar branch of the milk and nut chocolate industry; (7) a circular banded example emanating from the flour confectionery trade; (8) a sealed sheet packing from the arrowroot biscuit trade. These wrappings, a number of which are suggestive of applications to candy packages and bar goods, are described in detail with dimensions and illustrations.

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### Aluminum Containers in Canning

*Anon. Modern Packaging, vol. 3, p. 40.*

A recent article in the Norwegian Journal of Commerce and Shipping states that the Norwegian sardine canning industry, after preliminary experiments, is seriously considering the use of aluminum boxes. Aluminum prices have been appreciably reduced recently and, by discarding paper labels and stamping the label statements into the metal, aluminum boxes may be obtained at the same price as the usual tinned boxes.

The aluminum boxes have the advantage of lightness in weight which is important for exports to countries where customs duties are payable by weight. Experiments as to resistance against blows, jars, etc., have been made and the question of the most suitable alloy has been solved. (The possible merit of aluminum boxes as containers for candy, for which the cost of such containers is warranted, is worthy of investigation.—EDITOR.)

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### Candy Mold

*U. S. Patent No. 1,705,328 to Charles R. Griffiths.*

A device for making chocolate shells for liquid center confections. Consists of a mold plate with tightly fitting slip cover with holes over the individual molds. Melted chocolate is poured into the individual molds and the mold plate and cover inverted to drain off the excess. When cool the cover is removed and the shells drop out of the molds.

### The Confectioners' and Bakers' Thirty-third International Exhibition; and the Chocolate and Confectionery Exhibition

*Anon. Food Manufacture, vol. 4, pp. 256-259.*

The exhibits of prominent English candy manufacturers and candy supply and machinery houses at the International Exhibition at Islington, England, are described with illustrations.

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### Industrial Uses of Essential Oils, Their Isolates and Allied Synthetics

*Anon. The Perfumery and Essential Oil Record, vol. 20, p. 292.*

The authors discuss essential oils and allied synthetic products from the standpoint of their use in various industries, including the confectionery industry. The same materials frequently find a wide variety of uses.

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## Answers to this Month's Questions

1. Yes; by means of a new colorimeter perfected by Prof. Arthur C. Hardy of Massachusetts Institute of Technology.

2. By increasing the area over which destructive pests may be carried. In this way, moths and other insects are carried from the section in which they originate to all parts of the world.

3. 120° to 130° F. This temperature must be sustained over a definite period required for penetration. Freezing temperatures are ineffective.

4. By coating the goods with a dilute pectin solution. Particulars are contained in March Digest Section of THE MANUFACTURING CONFECTIONER.

5. By packing under vacuum in glass or tin. The vacuum prevents moulding and insect growth and the air-tight seal prevents the fruit from drying out.

6. Lecithin accentuates its butter character and aroma. This may be a decided factor in improving the flavor of milk coatings made with various proportions of powdered milk, butterfat, etc.

7. Lime. Too low a lime content in the brain and nerve tissue is a factor in causing irritability, restlessness and twitching nerves. Molasses candies and chocolate have been shown to have a beneficial effect in the treatment of neurasthenia, neuralgia and plain "nerves."

8. By means of the ultra-violet lamp. A few hours' exposure to the rays of the lamp give approximately the same aging effects as standing on the shelves for a period of several months.

9. A new form of conserved milk which has recently gained favor with German manufacturers of chocolate and caramels. It differs from condensed milk in that a higher percentage of water is evaporated and the thickened mass so obtained is molded into blocks by compression.

10. Yes. The resulting emulsions are said to be more stable and in every way suitable for use in fondant, gum goods and confectionery in general.

## As We Sort the Mail

(*Continued from Page 52*)

***only tasty nuts and fruits should be used, and the very best of colors and flavors. Flavors and colors are a very important part and enough of the flavors should be used, so one need not have to guess at what it is. These cannot be produced in cheap candy.***

***The sale of a pound of GOOD candy means a REPEAT sale. The sale of a pound of cheap candy, which is dissatisfying, means loss of a good many sales of candy. People, who buy good candy and get something they like and can enjoy, will almost assuredly tell their friends of that particular kind. This is the very best advertisement that any manufacturer can have. We add only a reasonable profit to the actual cost of our candy, which gives us our selling price per pound. Our idea is to try to see how good we can make our candy, not how cheaply we can make it.***

***There is room enough for all the manufacturers in the confectionery business. I think one of the things, that hurts the business the most, is the imitation of someone else's goods. Price cutting, too, does no one any good.***

***Attractive packages are very nice and greatly help in making sales. It is not all in the package, however, it must be in the goods. Good materials cost money, so why turn out quantities of candy and make little or no profit? A smaller quantity of good quality would mean a steady business at a reasonable profit, which would be better for everybody concerned.***

***H. R. G. (Fulton, N. Y.)***

***Please permit us to compliment you on the general appearance of your January issue. It is indeed attractive. The cuts are good, fit in well as to grouping, etc., and the general appearance is such that it is decidedly "warm"—reading pages as well as advertising pages. Briefly, it seems to have just about the right degree of reader interest and advertising appeal.***

***However: the issue is fine. We like it—and believe many others will too.***

***G. M. G. (Saginaw, Mich.)***

## NEW TARIFF RATES

### NEW TARIFF RATES

The Senate made the following changes in the 1929 House Tariff Bill. (Note: c = cents per lb.; a. v. = ad valorem duty.)

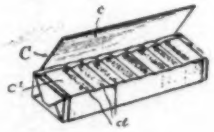
| | RATE OF DUTY | | |
|---|---|---|---|
| | Present | House Bill | Senate Bill |
| **NUTS** | | | |
| Almonds, in shell | 4¾c | 5½c | 5½c |
| Almonds, shelled | 14c | 16½c | 16½c |
| Almonds, blanched and paste | 14c | 18½c | 18½c |
| Almonds, imitation sliced | 35% a. v. | 18½c | 18½c |
| Brazils, in shell | 1c | 2c | 1c |
| Brazils, shelled | 1c | 6c | 3c |
| Cashews, shelled | 1c | 10c | 1c |
| Filberts, in shell | 2½c | 5c | 5c |
| Filberts, shelled | 5c | 10c | 10c |
| Peanuts, in shell | 4½c | 4¼c | 4¼c |
| Peanuts, shelled | 6c | 7c | 7c |
| Pecans, in shell | 3c | 5c | 5c |
| Pecans, shelled | 6c | 10c | 10c |
| Pignolias, shelled | 1c | 10c | 1c |
| Pistachios, in shell or shelled | 1c | 5c | 1c |
| Walnuts, in shell | 4c | 5c | 5c |
| Walnuts, shelled | 12c | 15c | 15c |
| **CITRON AND PEEL** | | | |
| Citron, candied and drained | 4½c | 6c | 6c |
| Citron, peal in brine | 2c | Free | Free |
| Lemon and Orange, candied and dried | 5c | 8c | 8c |
| Lemon and Orange, in brine | 2c | Free | 2c |
| **GLACE CHERRIES AND FRUIT** | | | |
| Cherries, glace and in Maraschino | 40% a. v. | 5½c & 40% a. v. | 9½c & 40% a. v. |
| Candied Fruits | 35% a. v. | 35% a. v. | 40% a. v. |
| Assorted Fruits | ..... | ..... | 40% a. v. |
| **DRIED FRUIT** | | | |
| Currants | 2c | 2c | 2c |
| Dates, natural | 1c | 1c | 1c |
| Dates, pitted | 1c | 35% a. v. | 2c |
| Dates, in packages, weighing not more than 10 lbs. each | ..... | ..... | 7½c |
| Figs, dried | 2c | 5c | 5c |
| Raisins | 2c | 2c | 2c |
| **EGGS** | | | |
| Desiccated, whole | 18c | 18c | 36c |
| Desiccated, yolk | 18c | 18c | 30c |
| Desiccated, albumen | 18c | 18c | 60c |
| Frozen, Whole, Yolk, Albumen | 7½c | 8c | 11c |
| **GELATINE** | | | |
| Agar Agar (Isinglass) | 25% a. v. | 25% a. v. | 25% a. v. |
| Edible, less than 40c per lb | 20% a. v. & 3½c | 25% & 5c | 20% a. v. & 3½c |
| Edible, more than 40c per lb | 20% a. v. & 7c | 20% & 7c | 20% a. v. & 7c |
| **MILK** | | | |
| Unsweetened, cond. and evap | 1c | 1.4c | 1.8c |
| Sweetened, cond. and evap | 1½c | 2¼c | 2¾c |
| Powdered whole | 3c | 4¾c | 6 1/12c |
| Skimmed | 1½c | 2½c | 3c |
| **MISCELLANEOUS** | | | |
| Cocoanut, desiccated | 3½c | 3½c | 3½c |
| Cocoa beans | Free | Free | Free |
| Cocoa butter | 25% a. v. | 25% a. v. | 25% a. v. |
| Fruit pulp, orange, apricot | 35% a. v. | 35% a. v. | 35% a. v. |
| Ginger | 20% a. v. | 20% a. v. | 20% a. v. |
| Honey | 3c | 3c | 3c |
| Maple Sugar | 4c | 7½c | 8c |
| Oils, Essent. Lemon and Orange | 25% a. v. | 25% a. v. | 25% a. v. |
| Rice Starch | 1c | 1½c | 1½c |
| Wafer Paper | Free | Free | Free |

Where Senate and House rates differ, final rates will be settled in conference; where Senate and House rates are the same, above rates will probably be final. Tariff expected to be in effect sometime in May, unless deadlocked in conference or vetoed by President.

# WHAT'S NEW?

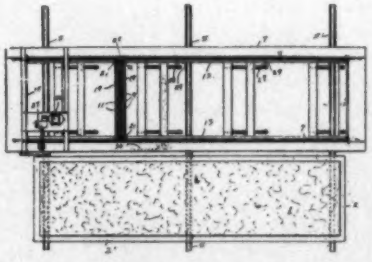
## New Patents

1,751,208. CONFECTION PACKAGE. Andrew C. Kappes, Chicago, Ill., assignor to Wm. Wrigley Jr. Company, Chicago, Ill., a Corporation of Delaware. Filed March 14, 1929. Serial No. 346,963. 5 Claims. (Cl. 206—46.)



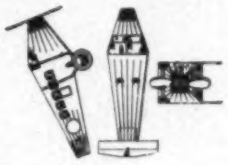
1. A confection package comprising a row of lozenge shape confections having spaces between their edges, a wrapper enclosing said confections and depressed within the spaces to form corrugations extending around the package, and an outer wrapper surrounding said package with its opposite marginal portions overlapping on one face thereof, the underlapping portion being corrugated to conform to the corrugated surface beneath and the overlapping portion being glued thereto along the elevated portions of said corrugations.

1,740,111. CANDY-CUTTING MACHINE. Andrew Olsen, Jr., and James A. Olsen, San Francisco, Calif., assignors to Golden Nugget Sweets, San Francisco, Calif., a Firm. Filed July 18, 1928. Serial No. 293,756. 6 Claims. (Cl. 107—21.)



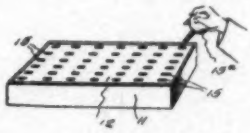
1. A candy cutting machine comprising an elongated frame, a cutter carriage, means whereby the cutter carriage may be moved along the machine, a knife on the carriage extending downwardly, and means for raising and clamping a candy slab under said frame adjacent said knife.

80,035. CANDY BOX. Evelyn G. Levkoff, Rockaway Park, N. Y. Filed Aug. 21, 1929. Serial No. 32,493. Term of patent 3½ years.



The ornamental design for a candy box, as shown.

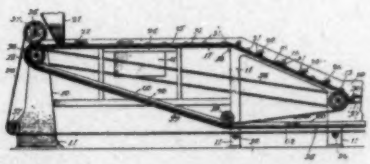
1,737,919. FROZEN CONFECTION AND PROCESS OF MANUFACTURE. Jack R. Crain, San Antonio, Tex., assignor of one-half to Claude V. Birkhead, Raymond Phelps, and George Dahl Dewees, San Antonio, Tex. Filed March 24, 1927. Serial No. 178,050. 2 Claims. (Cl. 107—54.)



1. In the manufacture of a frozen confection, the steps of forming a socket in a partly frozen body, placing a quantity of a freezable liquid in said socket, inserting an end of a stick into the liquid-containing socket, and completing the freezing operation with the stick in the socket.

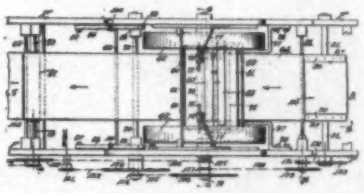
1,743,227. CONFECTION-COATING MACHINE. Herbert J. Melville, Chicago, Ill., assignor to The Curtis Candy Company, Chicago, Ill., a Corporation of Illinois. Filed March 31, 1927. Serial No. 179,841. 6 Claims. (Cl. 107—1.)

1. The combination with an endless



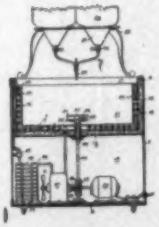
belt for carrying articles along a predetermined path, a hopper disposed thereabove to supply edible particles thereto, a series of rods above said belt to impart a tumbling action to said articles in their passage thereover to effect contact of the article surfaces with said edible particles, and means for effecting the return of the surplus particles to the article carrying means.

1,750,865. CANDY-COATING MACHINE. Oscar E. Segrin, Springfield, Mass., assignor, by mesne assignments, to Merrow Brothers, Inc., Boston, Mass., a Corporation of Massachusetts. Filed April 10, 1928. Serial No. 268,987. 1 Claim. (Cl. 91—3.)



A coating machine comprising side frame members, a storage tank supported between said members, a flow pan, a pair of drums rotatable in vertical planes between said members and each having a portion of its peripheral path dipping within said storage tank and a portion elevated above said flow pan, each of said drums having a rim offset toward said flow pan and overlapping the adjacent end of said pan, brackets secured to each side frame member and projecting inward over and beyond said offset rims, an arm depending from each of said brackets and having a horizontal aperture, a separate scraper bar slidable in each of said apertures with its operative end positioned within one of said offset rims, and means to secure said bars in adjusted position in said arms, whereby the feed of coating material may be regulated.

1,738,879. FROZEN CONFECTION AND METHOD OF PRODUCING SAME. Frank W. Epperson, Oakland, Calif. Filed Oct. 1, 1925. Serial No. 59,818. 3 Claims. (Cl. 62—172.)



1. The method of forming a frozen confection which comprises simultaneously atomizing and mixing with air the different ingredients of the confection to form a common centrifugally thrown spray thereof, and throwing said spray into a space maintained at a freezing temperature for said ingredients.

Send FOR THIS CATALOG

Your Copy is Waiting

It will show you how to build your holiday business with:

**Candy Stores Churches**
**Schools Lodges**
**Charitable Organizations**

It will show you in full color this popular line of boxes, and let you see how attractive they are to the children.

It will bring you actual samples of some of the boxes and demonstrate the craftsmanship put into their manufacture.

It will even quote you prices, proving how really reasonable are

COOPER
FOLDING HOLIDAY
CANDY BOXES

Just drop a line to
COOPER PAPER BOX CORP.
Buffalo, N. Y.

*"Order Early—Don't delay. You'll need them later Anyway"*

COOPER PAPER BOX CORP. BUFFALO


## When Are Home-Mades Homemade?

(*Continued from Page* 35)

equipment available to her. In other words —rich, flowey centers of the hand-rolled variety and not too many of them in any one assortment.

The home-made movement is a "back-to-the-kitchen" tendency. It implies the use of natural flavors and fruit juices, natural sugars such as honey and molasses, discretion in the use of colors, absence of machine-finish—but read Sherman Woodrow's article on "Planning the Home-made Assortment," and you will know what the consumer expects of you when you put out a wholesale home-made package.

### Sylvania Appoints Pacific Coast Sales Agents.

The Sylvania Industrial Corporation, Chanin Building, New York City, announces that it has completed arrangements with Blake, Moffitt & Towne, 41 First street, San Francisco, California, to act as exclusive sales agents on the Pacific Coast for its transparent cellulose wrapping paper, both the imported paper and the product to be made at the Fredericksburg plant. Blake, Moffitt & Towne will carry stock on the Pacific Coast, cut sizes to order, and render the best possible service. Offices and subsidiaries of Blake, Moffitt & Towne are located in San Francisco, Los Angeles, Portland, Sacramento, Oakland, San Diego, Fresno, Tacoma, San Jose, Phoenix, Boise, Salem, Santa Rosa, San Luis Obispo, and the territory of this organization comprises Washington, Oregon, California, Idaho, Nevada and Arizona.

### Colby Consolidate.

The E. J. M. Colby Company, Inc., of 144 Water street, New York City, have just completed negotiations for taking over and consolidating their present business with that of the Verlaine Candy Company and the Brevard Candy Company, both manufacturers of high-grade chocolate confections. The Colbee Candidor, Verlaine and Brevard packages will continue to be manufactured under the new arrangement.


"Acme" Starch Trays

**When ready for more Starch Trays, call or write us for prices.**
**All trays made from kiln dried basswood and surfaced to a smooth finish.**

***Quality and service at minimum price***

**Rathborne, Hair & Ridgway Co.**
**2138 South Loomis St. Chicago, Ill,**

# Thomas Mills & Bro., Inc.

**1301 to 1315 North Eighth St. Philadelphia, Pa.**

*ESTABLISHED 1864*

**Patent Automatic Seamless Hard Candy Machine**

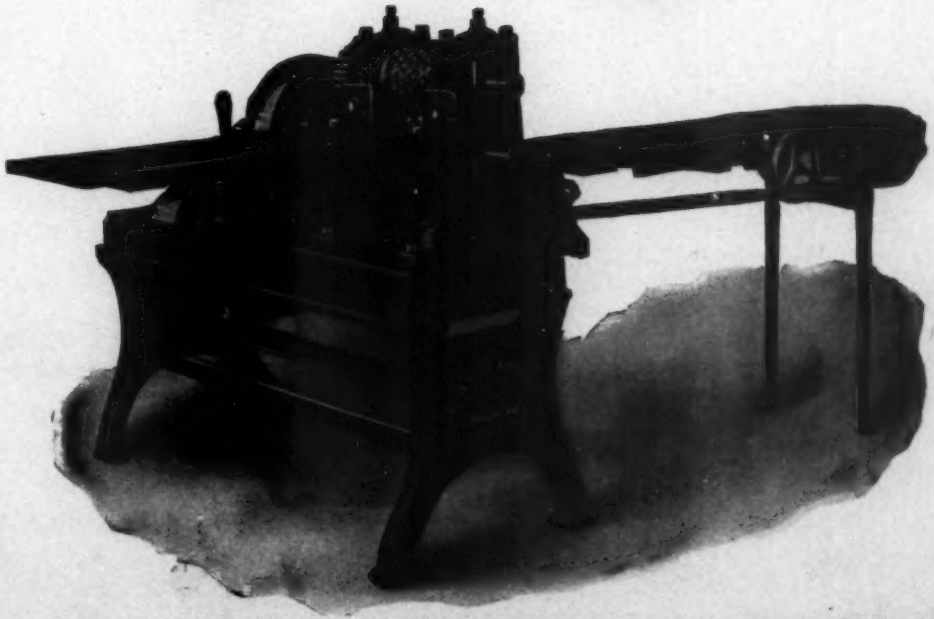
**Improve Your Production By Installing This Labor Saving Machine**

**Send for Special Circular**

**Large Power Drop Frame With Stand and Endless Belt Conveyor Attachments**

**Used In All The Largest Factories For High Grade Hard Candies**

**Our Catalog of Confectioners Equipment Sent on Request**



# UNION

## SAVE Rebuilt Candy Machinery 50%

ATTRACTIVE PRICES
RELIABILITY
PROMPT DELIVERY

**ALL MACHINES RELIABLY GUARANTEED FOR ONE YEAR**

**Steel Moguls, type A. B. Automatic Wood Mogul, *new style.***

Wood Moguls, type A.
Merrow Cut-Roll Machine.
Depositors, Springfield and Racine.
Starch Bucks, Springfield and Racine.
Printers, hand and power.
Starch Boards and Starch.
Syrup Coolers and Cream Beaters, Werner and Springfield, 600 lb., and 1000 lb. capacities.
Springfield E. B. Cream Remelter.
Cream Beaters, Ball, 4-5-7 ft.
Cream Breakers, Burkhard, Werner, Springfield, 40-50-100 gallons.
Marshmallow Beaters, Savage, Springfield, Werner.
Jap Mixers, Burkhard, 50 gallon.
Ideal Caramel Cutters and Wrappers, ¾", ⅞" and 1" sizes.
Caramel Cutters, two-way automatic, Mills.
Caramel Cutters and Sizers, Racine and Mills, all sizes.
Nougat Cutters, Mills and Anderson.
Marshmallow Cutting Machine, two way, automatic.
Enrobers 16", with all above attachments.

**Enrobers, New Style, 32" and 24", Automatic Temperature Control. Anti-tailing Devices, Kihlgren Stokers, Motor Drives, Automatic Feeders, Bottoming Attachments, Coolers and Packers.**

Foil Wrapping Machine, Forgrove.
Chillblast, Bentz, No. 5, complete.
Chocolate Melting Kettles, in capacities of from 150 lbs. up to 2000 lbs.
Basket Machines, Walters, Champion.
Caramel Kettles, single action, tilting, 40-50 gallons, Burkhard Savage.
Nougat Kettles, double action, tilting, 25-50 gallons, Mills, Savage.
Gum Mixers, single action, with outlets, Burkhard, 50 to 100 gallons.
Peanut Roasters, Burns and Lehman.
Peanut Blanchers, Lambert, McLean.
Peanut Butter Mills, Springfield, Lambert, Mills.
Revolving Pans, with and without coils.
Portable Fire Mixers, Savage.

**Simplex Steam Vacuum Cooker**

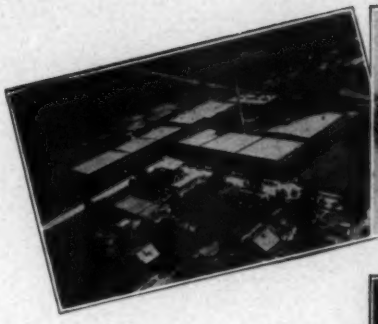
Simplex Gas Vacuum Cooker.
Continuous Cookers, Baker-Perkins.
Steam Vacuum Cookers with pumps and kettles, 100 to 1000 lb. capacity.
Sucker Machines, Racine, latest type rolls, new style.
Pulling Machines, American, 100 lb. capacity, belt and motor drive; display type, 25 pound capacity.
Pulling Machines, Hildreth, size 6, double arm, motor drive, also size 3.
Continuous Cutters, Brach and Racine.
Ball Machines, Werner and Mills.
Kiss Cutters and Wrappers, Model K.
Batch Spinners, York and Mills.
Drop Machines, hand and power.
Water-cooled Slabs, 3x8 and 3x6.
After Dinner Mint Machines, Mills.
Bon Bon Machines, Heilman, Mills.
Crystal Cookers and Coolers, Springfield, Mills.
Lozenge Making Outfit, complete, 10 dies.
Sugar Pulverizing Machines, all sizes.

**You can buy our guaranteed rebuilt machines with the same confidence that you would purchase new machines**

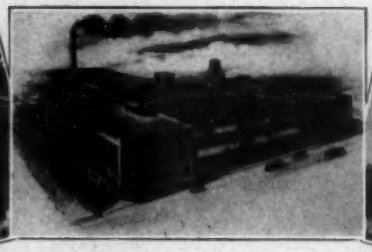
**Select the machines which you are interested in and write or wire for prices and particulars to**

**UNION CONFECTIONERY MACHINERY CO.**
INCORPORATED

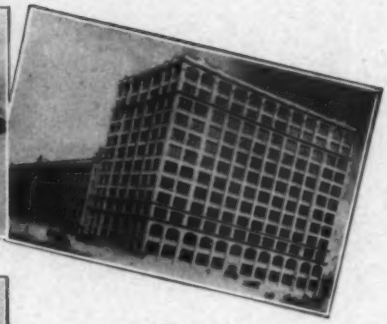
**318-322 Lafayette Street, New York City**



*Above—Sefton Box Factory at Anderson, Ind.*



*Top Center Illust.—Sefton Box Factory at Chicago, Ill.*



*Above—The Sefton Brooklyn Box Factory occupies space in the Bush Terminal Bldg., Brooklyn.*

*Left—Dixon Board Mills, Inc., at Carthage, Ind.*

# Container Corporation of America Acquires Sefton and Dixon Board Mills, Inc.

The Container Corporation of America has acquired the Sefton Container Corporation and the Dixon Board Mills, Inc.

The Sefton Container Corporation owns and operates three plants, one in Brooklyn, N. Y., another in Chicago and a third at Anderson, Ind.

The products manufactured in the Brooklyn plant are corrugated fibre boxes and corrugated paper products. The Chicago plant of the Sefton Container Corporation manufactures folding paperboard cartons, paper pails and corrugated fibreboard products, while the Anderson, Ind., plant makes corrugated fibreboard products and folding paperboard boxes, including retail delivery boxes, such as suit and hat boxes, florist boxes, cake boxes, etc.

This acquisition makes our line of paperboard products in the container field more complete and puts us in position to cater to the requirements of our customers in the following lines:

**Boxboards for set-up and folding boxes,**
**Corrugated fibreboard boxes and products,**
**Solid fibreboard boxes and products,**
**Folding cartons in either large or small quantities,**
**Folding and k.d. retail delivery boxes,**
**Ice Cream and Oyster Pails and other paper pails.**

***High, strong, resilient corrugations form a powerful wall of resistance and defense against transportation abuses.***

The Dixon Board Mills, Inc., own a boxboard mill at Carthage, Ind., making test liners, boxboards and straw for corrugating, all of which materials are used in the manufacture of the various commodities of the Container Corporation of America and Sefton Container Corporation.

Both of these companies will immediately be absorbed into and coordinated with the activities of the Container Corporation and the entire personnel of the Sefton Container Corporation will be transferred intact.

We welcome this opportunity to serve a greater clientele in the Confectionery industry and will spare no efforts to retain and increase, if possible, the reputation for quality and service established by the Sefton Container Corporation with their list of customers. When you write, refer to Dept. 12 for quick service.

## CONTAINER CORPORATION
**OF AMERICA**
**AND**
## MID-WEST BOX COMPANY

**111 W. Washington St.** **CHICAGO, ILLINOIS**

**Seven Mills—Fifteen Factories** **Capacity 1300 tons per day**

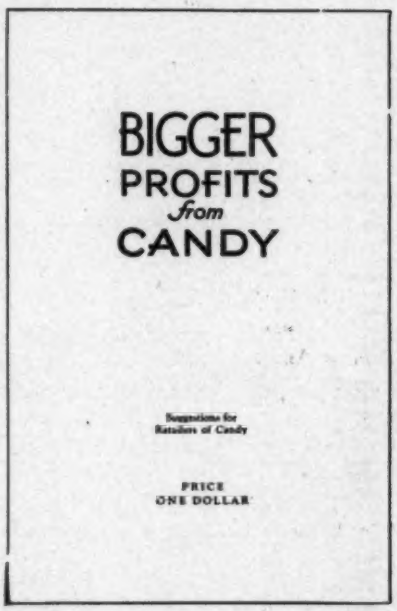
# 2 NEW SALES MANUALS

## *that show the way to sell candy today*

## *Tested, profit-making methods everyone can use*

**NOW READY!**

For months the NCA has been studying and testing in the field the best methods of increasing retail candy sales today. The methods have been found. They work. They have just been made available in two compact, usable sales manuals, one for manufacturers' and jobbers' salesmen, one for retailers and retail salespeople.




### *For manufacturers' and jobbers' salesmen*

The first manual shows the salesman how to co-operate with the retailer, how to help the retailer move his goods after they are in the store, how to choose the best outlets, how to analyze sales possibilities.

Note these chapter headings. See how thoroughly the subject is covered.

You can sell more candy
Selling points to get dealer interest
Merchandise your outlets
Facts are the basis of profitable merchandising
Fast stock-turn increases profits
Furnish your retailers helpful sales building materials
One pound a day increase
Retail salespeople take their cues from you
Make the most of your time
What is your time worth?
Save time for new business
New ideas—where to get them
Selling is a fine art
Selling is nine-tenths man and one-tenth business

The manual is thorough—yet compact. Price, single copy, $1.00; in lots of 25 to 100, 50c each; 100 to 1000, 40c each; 1000 or more, 25c each.

### *For retailers*

The retailers' manual is a guide to the most up-to-date methods of retailing candy. Look at these chapter headings. Not a vital point is omitted.

Bigger profits from candy
Find out what your customers want
Better salesmanship is needed
Good display sells candy
Make your store attract trade
Your windows should pull people inside
Store layout and equipment
Buy for profit
Price your candies for profit
Advertise your candy
Create a candy department
Study your business
Know—don't guess

Eight bulletins for the retailer's salespeople accompany the manual. These bulletins show the dealer's clerks how to sell more candy, by studying the customers, by talking candy as a food, etc.

Price, $1.00; lots of 25 to 100, 50c each; 100 to 1000, 40c each; 1000 or more, 25c each. Price includes one set of bulletins with each manual. Extra sets of bulletins, 25c each.

THE NATIONAL CONFECTIONERS' ASSOCIATION · 111 *West Washington Street* · *Chicago*